7TH TIER

SOAP.

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleaning Preparations, Polishes and Allied Products

VOLUME TWO MAY, 1927 NUMBER NINE

True Economy

STANDARDIZATION of merchandise is possible in some lines, but futile in others, and without buying solely on a price basis, is impossible. To consider prices without regard to accompanying quality when purchasing materials for soap perfuming, is no more logical or profitable than to buy land according to the price per acre without regard to location.

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CHEMICALS—QUALITY

May
1927

SOAP

Volume Two
Number Nine

The Editor's Page

Volume Versus Enmity

A TOUR around in retail channels reveals a bitter enmity toward certain soapmakers because of their sales policies. Some retailers were very outspoken that they "had the knife out" for some brands of soap. In one case, the retailer frankly stated that he did not have a cake of one of the most widely advertised soaps in his store and had no intention of putting any more in stock. He held that the price for which he had to sell it not only made sales almost impossible in competition with neighborhood chain grocery and drug stores, but created in addition, the impression that he was correspondingly higher in price on all the goods which he sold. His policy is to try to switch every customer who asks for this brand of soap to other brands, and failing that, accept the loss of the sale.

Multiply cases like this by the thousands and there is likely to be some effect eventually. Dealer resistance can be overcome by aggressive advertising. It is being done in any number of products. But, this resistance goes a long way in killing the effectiveness of a certain portion of advertising strength. It is certainly not good to have thousands of independent retail druggists and grocers constantly on the alert *not to sell* your goods, but to push something else every time your product is asked for. This, however, is exactly what low prices on car lots direct to large retail distributing organizations are doing.

On the other hand, attractively low prices for large quantity purchases of soap very probably account for much of the volume which some of the large soap organizations are doing. To secure the business of the big distributors, the prices must be "right." The retail links of these big chains thrive on price cutting. It is the basis of their business; it is the chief reason why people buy from them. The only question at issue—is it the best type of policy for the soapmaker over a period of years? Does it in time injure the sales appeal of the product? Price maintenance advocates state yes very emphatically. Those who have a sufficiently wide variation in quantity prices as to permit chain store underselling, apparently are of the opposite opinion.

Only recently, one of the strongest advocates of price maintenance among the manufacturers came out flat footed to state that any practical plan of maintaining retail prices was impossible. At the same time, a price maintenance bill will probably be one of the things which will receive a strong push when Congress meets again. Whether this will mean anything to soapmakers in large volume sales, remains to be seen. Probably not. Volume must be done at a price, and it is quite evident that some soapmakers intend to maintain big volume, notwithstanding the enmity of all the retailers in christendom.

Glycerin Influences

WORD comes from the oil drilling centers of the country that operations have been practically reduced to nil because of the rising stocks of crude oil in the producing regions. The reduction in drilling has been so widespread that it has very materially affected the consumption of dynamite explosives. Because of the reduced demand for dynamite, powder makers have cut down their nitroglycerin manufacture and hence are not actively buying glycerin for this purpose just at this time. Simultaneously, a virtual shut-down in a number of the soft-coal mining fields has cut off another of the largest uses for explosives and this influence has added its weight in indirectly depressing the glycerin position.

On the other side of the fence, building and road construction throughout the nation are still going forward in great volume. The consumption of explosives here remains large and is likely to remain so for some time. In the case of chemically pure glycerin, tobacco interests are using greater quantities than ever before in history. The consumption of the "tailor made" cigarette and its glycerin content is tremendous and continues to grow. Foodstuffs uses for glycerin are reported to be expanding. Other and lesser channels, such as adhesives, paint and varnish, are growing important in their glycerin consumption. And, all this is without consideration of the anti-

Insecticide and Disinfectant Section Begins on Page 51

freeze business next winter, a marked expansion in which should follow an associated drive for popular approval.

Those influences which might be considered more or less bearish in the glycerin market, and to which might be added the present weakness in many fats and oils, are apparently of a temporary nature. Petroleum production has simply gone ahead a little too rapidly during the past few months. When the present accumulation has been cut down, new drilling will quickly be resumed. The shut-down in soft coal mining is not permanent and when the strike is over, production will probably be pushed ahead to make up for lost time. Those factors which have brought glycerin prices up and held them up, on the other hand, have an appearance of permanence. They represent expanded and new uses, uses which should continue indefinitely if a superior replacement product is not found. They might be termed permanent bullish influences. In viewing the situation, sight should not be lost of the fact that the causes behind present dullness are in an economic sense unimportant to glycerin. It is only the broad, permanent influences on supply and demand which really count.

Splitting Hairs

THE activities of the Federal Trade Commission are, on the whole, not generally approved by American business. Inquiry among business men indicates a belief that for each and every piece of justifiable complaining by the Commission, there are too many small petty matters which receive attention from this body out of all proportion to their importance to the public welfare. The psychology of the buying public, and plain common sense consideration of the public good appear to be completely ignored by the Commission in its deliberations. Is not the Commission training its guns on inconsequential things, violations which in reality do not annoy the public, which are too small to be of any account from the angle of the public good, and about which the public knows nothing and cares less?

Not so long ago, a complaint was issued against a soap concern for using the word "English" on its wrapper and cake, and also for using a London name and address along with its New York address. The complaint is that the company is attempting to give the impression that this soap is imported from England and thus capitalize this impression among buyers who "believe and consider that bath and toilet soaps manufactured in England are superior in quality and other desirable characteristics to bath and toilet soaps manufactured in the United States". Granted that such a label might give the impression that the product is imported, although the words "Made in England" do not appear as required by law on imported merchandise, of what material consequence is it? Who could tell, if the cake were stripped of its wrapper, where it is made? If the user gets greater enjoyment from the belief that the product comes from England, France or Timbucktoo, what does it matter? If the product lacks in quality, it will soon kill off its own sale without the help of the F. T. C.

If misbranding is such that it actually does jeopardize the public welfare, then this is another matter. Where it is evident to common sense that no appreciable harm is being done, is it not really wasting the Commission's time and the people's money to prosecute complaints of this character. The degree to which the public welfare is involved should be considered. Legal hair-splitting should not be the basis for the complaints. Enforcement of the law should be tempered with common sense.

Soap is made in Egypt from cotton waste oils mixed with coconut and other plant oils, and largely in private houses, according to the *British Soap Manufacturer*. This grade of soap is used extensively by the poorer native classes. The higher type natives, as well as all the foreigners use imported soaps exclusively, the laundry soaps coming mostly from Oriental countries and the toilet soaps from European countries. Imports totaled 13,000 tons in 1925, an increase of 2,000 tons over the previous year.

Soap prices have been reduced in Russia, according to a recent article in the *Oil and Colour Trades Journal*. The Zirkorst Fat and Bone Trust has started selling its products from its own retail shops at the following prices: Oval cakes of toilet soap, 0.84 rubles per dozen; medicinal soap, from 1.80 to 2.40 rubles per dozen; tooth powder, from 1.14 to 1.80 rubles per dozen.

The regulations of New Zealand covering soaps have recently been amended according to information received by the Department of Commerce. All soap for human use must be sold in one of three defined grades of specific standards. Standards are also set up for toilet, Castile, Barilla, medicated, carbolic, borax, and soft soaps, and soap mixtures. Labeling regulations have been adopted for all types of soap.

A Chemical View of Some Soap Processes

A Summary of Principles in Manufacture and Control Relative to Raw Materials and Soap Uses

By Samuel S. Sadtler
President, Samuel P. Sadtler & Sons

SOAP is the term ordinarily used to designate the alkaline salts, sodium, potassium and ammonium, of the non-volatile fatty acids beginning with those containing 8 carbon atoms, such as are found in coconut oil. The alkali salts of the resin acids are also used in soap to a certain extent, and have cleansing properties to a limited degree.

Soaps may be formed by direct union of fatty acids with sodium or potassium hydroxide, or by heating the aqueous solutions of potassium or sodium carbonate with fatty acids. In the first case, water is eliminated, and in the second, carbon dioxide; both reactions are of technical importance.

Each fat and oil contains the glycerides of several fatty acids, the principal ones being stearic, palmitic and oleic acids. These different glycerides occur in varying quantities in the various fats and oils, the solid fats containing a larger proportion of stearin, while the liquid fats or oils contain a larger proportion of olein. As a general rule, potassium soaps are soft and deliquescent, while the sodium soaps are hard, and in the absence of much free alkali, are not deliquescent. The soaps of the saturated fatty acids are crystalline in structure, while those of the unsaturated fatty acids are only partially crystalline.

When a hot clear solution of a neutral soap is diluted with water, and cooled, it becomes turbid, and, on shaking, a lather, which persists for some time, is formed. This turbidity is due to the hydrolysis of the soap into alkali hydroxide and an acid soap. F. C. Beedle and T. R. Bolam (*J. Soc. Chem. Ind.*, 1921, 40, 27) studied the hydrolysis of pure and commercial soap, and report the alkali from hydrolysis of sodium oleate to pass through a maximum at N/20 (about 1.5%) concentration and that, while negligible at high concentrations, the hydrolysis increases rapidly in dilute solution. Sodium palmitate shows about the same hydrolysis - alkalinity as sodium oleate and sodium resinate, but in more concentrated solutions, the oleate is hydrolyzed less and the resinate is hydrolyzed to a greater degree. Since coconut oil soap exhibits a very low degree of hydrolysis, it cannot produce a skin irritation due to alkali. The author suggests that perhaps the sodium or potassium laurate may be irritating.

It now appears that acid soaps, which are undoubtedly observed very often on a large scale, are due to incomplete saponification from insufficient lye or time of boiling. Concentrated, hot alcoholic solutions of soap set to a jelly on cooling, which has been used as a basis for the technical manufacture of the so-called "solid alcohols."

The alkali soaps are but little soluble in dry ether, petroleum spirit, benzene, carbon tetrachloride, etc., a property utilized in the separation of unsaponified oils, fatty acids, hydrocarbons, etc., from soaps or soap solutions. The acid soaps are more soluble than the neutral soaps, and the preparation of the naphtha, benzene, etc., dry cleaning soaps is based on this fact. In preparing such soaps, acid soaps or free fatty acids are used in connection with the neutral soap to assist in retaining these solvents. As an example of this, oleic acid (elaine oil) half neutralized with

THE subject of the chemistry of soap is too extensive to cover with any degree of detail in an article of this character or length. I shall, therefore, be able only to touch upon certain features of the subject, and I can only hope that the selection which I make be reasonably successful. I shall try to bring out particularly the principles of detergency and cleansing, the meaning of soap analyses, control tests, and in the second half of this paper, I shall discuss the manufacture, characteristics and uses of the main varieties of soaps, and a few special kinds of soaps. Throughout the article, I have drawn freely upon information in the literature, especially in Allen's "Commercial Organic Analysis," and Martin's "The Modern Soap and Detergent Industry."—The Author.

caustic alkali, is soluble in certain mineral oils.

Shorter (*J. Soc. Dyers and Colorists*, 1915, 31, 64; 1916, 32, 99; 1919, 35, 55; Shorter and Ellingsworth, *Proc. Roy. Soc.*, London, 1916, 92A, 231) has studied the detergent action of soap, and the following are some of his conclusions from his experimental work:—A detergent has three functions: (1) The wetting of a greasy surface, (2) The emulsification of grease, and (3) the stabilizing of a very fine suspension of dirt and emulsion of grease which results from this emulsification. With regard to the amount of soap to use, it is shown that it is a waste to use soap in a much stronger solution than 0.4%. Experiments on the effects of the amount of soap on the stability of fine suspensions shows that there is a maximum effect at 0.2 to 0.3%. It is concluded that a maximum of 0.46% solution of soap is best for scouring purposes. Points such as this are mentioned here because it is becoming necessary for manufacturers to know how their products may be used with maximum efficiency by consumers. It is certainly true that an indifferently good soap may be often used successfully, while a better one may fall down, due only to the proper use of the poorer soap.

White and Marsden (*J. Phys. Chem.*, 1920, 24, 617) report that glycerin does not affect the surface tension between soap solutions and oil, to any extent. A large amount of sodium carbonate raises the surface tension, and is, therefore, not desirable in cleansing soaps. According to J. Geppert (*D. Mediz. Wochenschr.*, 1918, 44, 51), the substratum (cloth, etc.) is more easily wetted by the soap solution than the impure oil or fat which is thus lifted from the substratum and removed. The soap is thus more strongly absorbed by the cloth than by the dirt, the surface of the material becoming saturated with absorbed soap and the dirt drawn away.

In Order of Detergent Action

RESULTS indicate that soaps can be arranged in the order of their detergent or emulsifying action as follows:—Potassium stearate, sodium stearate, sodium and potassium palmitate, potassium oleate, sodium oleate for B. P. paraffin oil. Barium, calcium and magnesium salts in the water will be injurious to this action, as well as when neutral or acid soaps are employed, for the lathers are also easily transformed into water-in-oil emulsions, which are very sticky and with difficulty removed with water.

A solution of sodium oleate of the concentration used in the laundry is at its minimum surface tension at about 70°F., whereas a tallow soap of the same concentration reaches its minimum surface tension at about 140°F. Sodium oleate is at its maximum emulsifying power at 70° F., whereas the tallow soaps obtain their maximum emulsifying power around 140°F. Sodium oleate is completely soluble in water at 70°F., while tallow soap does not form a clear solution at so low a temperature. A 5% solution of sodium oleate at 70°F. is perfectly clear, and a 5% solution of a tallow soap at the same temperature is a thick jelly.

It is recommended that a tallow soap be used at a temperature of above 140°F., while a red oil or oleic acid soap be used at a temperature as low as 50°F. In general, the low titer soaps lend themselves to good washing and rinsing at a temperature well under 12°F. In case a fabric should be soiled with some such material as paraffin wax the washing temperature must, of course, be high enough to melt paraffin.

Naphthenic acid, a by-product of petroleum, particularly Baku, has been used for the preparation of soaps but its strong odor is a serious objection. The soaps of this acid are extremely difficult to salt out, and are said to have excellent detergent properties.

A Summary of Raw Materials

SOME of the largely used fats and oils for the preparation of hard soap are as follows:—beef tallow, mutton tallow, lard, bone fat, horse fat, olein (red oil) from stearin manufacture, palm oil, peanut oil, olive oil, especially the lower qualities, hardened (hydrogenerated) fish oils, hardened linseed oil, hardened cotton oil, hardened corn (maize) oil, etc., as well as soap-stock containing the proper sort of acids from these oils.

Linseed oil is the classic example of an oil used for soft soap, others are soya bean oil, poppyseed oil, cottonseed oil, corn or maize oil, sunflower oil, various fish oils, etc., and the soap-stock prepared from these. Because of their peculiar behavior castor oil and rape oil form a special class. Ricinoleic acid (from castor oil) forms a soap that is salted out with difficulty and the erucic acid from rape oil is extremely sensitive to salt. These oils are never used alone ordinarily, but are used in mixtures with other oils. Castor oil plays an important part in the manufacture of transparent toilet soaps. Hardened fats and oils have come more and more into use for the preparation of high grade toilet soaps.

In the examination of a soap, where it is desired to determine the nature of the oils or fats used in the manufacture, it is well to bear in mind the wide range of materials from

which a soap may be made, as well as to recognize that in some cases, preparations such as hardened or treated oils have been used, concerning which there is no published record of analytical constants.

Soaps are liable to contain unsaponified oil or fatty acids on the one hand, and excess of alkali on the other. C. R. Alder Wright proposed the addition of ammonium salts, such as the sulfate or chloride, in quantity sufficient to react with the free alkali which is so objectionable an ingredient of toilet soaps. It is, undoubtedly better, however, to run in elaine oil or the fatty acids of coconut or corn oil to neutralize free alkali.

Legitimate Additions to Soaps

BESIDES the foregoing accidental impurities legitimate additions are frequently made to soap. Thus, potassium and sodium carbonates are added to "cold-water soap" to communicate the power of lathering readily with hard water and to increase the detergent properties generally; sodium silicate is often added to soap intended for manufacturing uses and, though objectionable in a few cases, is legitimate in the majority of others. Sodium aluminate is sometimes employed; and borax, which possesses some detergent properties, is used. Petroleum naphtha to the extent of 10% is sometimes incorporated in laundry soap. It is said to increase the detergent action. Many processes have been patented for the addition of various other solvents such as benzene, carbon tetrachloride, etc., the latest being concerned with the use of tetralin and decalin, the hydrogenation products of naphthalene. These latter solvents are claimed to greatly improve soaps for laundry and textile scouring purposes.

Various substances are also added to soap as coloring and perfuming agents. Mottling is produced by iron salts, ochre, ultramarine, or even more objectionable matters, such as vermilion and copper arsenite. The so-called "sand-soaps" are largely used for scouring purposes and are usually mixtures of common soap, containing much rosin with some free alkali and a large proportion of more or less finely divided quartz. There should be careful control, however, of the alkaline intensity of such soaps so as not to injure the hands, etc.

Commercial Varieties of Soap

THE "cold process" of making hard soaps is the simplest both in operation and in plant equipment. The plant consists of a tank into which the fat, most suitable of the coconut oil group, after being brought to a temperature of about 35°, is poured. Into it, is stirred a concentrated caustic soda solution. The tank is then covered and allowed to stand. During the standing, the reaction of the fat and the soda develops heat which completes the saponification within about 24 hours. Cold soap cannot be conveniently made from soap-stock, because the free fatty acids react so quickly with the strong alkali that lumps are formed including uncombined materials. Cold soaps can be made from castor oil, the soaps being transparent. In some cases, only small amounts of castor oil are added to the other oils, and the complete transparency is brought about by the addition of sugar. Mottled soaps result when soaps made by boiling low grade greases are finished with strong lye. The impurities in such a case do not settle readily and tend to segregate, on cooling, causing a "mottled" appearance. Such soaps are likely to be more or less strongly alkaline.

Soft soaps are made largely from potash, although sometimes sodium hydroxide (say 50%) is used in addition. Potassium soap cannot be separated in a way similar to the salting out of sodium soaps by the addition of potassium chloride. The hardness of the soap will depend on the fat saponified, it being possible to make a hard potash soap. In cold weather, and in certain soft soaps, depending on the fats used, the harder potassium stearate crystallizes out forming star-like clusters, known as "figging." This same effect may be produced by replacing a portion of the potash by soda.

Analysis of Soaps

TEXTILE soaps are usually examined for water, total alkali, combined alkali, free alkali, alkali hydroxide, fillers, rosin and fatty acids. Household and laundry soaps should, in general be tested for the proposition of water, alkali as soap, alkali in other forms, total fatty acids, and in addition, frequently, for the percentage of rosin and fillers, as well as petroleum solvents and the like, and other unsaponifiable matter.

Toilet and fancy soaps should be tested for odor and appearance, water, alkali as soap, free alkali, alkali in other forms, fatty and resin acids, glycerin, sugar, insoluble matter, and, in the case of shaving soaps and similar soaps, for lathering properties, alkaline intensity on dilution, presence of potash, and the general nature of the fatty acids. Liquid soaps should be examined for the nature of the stock, the proportion of total soap, free alkali, total alkali, and in special cases, glycerin, alcohol, etc.

A preliminary test for free alkali may be

(*Continued on Page* 81)

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Fibre and Corrugated Shipping Cases

Their Advantages, Costs, and Use by the Soap and Allied Industries of 100,000,000 Each Year

THE soap industry of the United States uses in the vicinity of fifty million fibre and corrugated shipping cases annually, according to figures based on knowledge of production and sales of laundry and toilet soaps, soap chips, soap powders, scouring powders, and other miscellaneous allied products. This is a conservative figure which does not take into consideration all the odds and ends of specialty products which are manufactured and sold by the soap industry, and it is based only on round figures for soap sales. In all probability, the actual figure is some ten or twenty per cent greater than this.

ALTHOUGH exact figures are not available, estimates calculated from such data as can be secured place the consumption of fibre and corrugated boxes by the soap and allied industries at something over 100,000,000 per year. This is over eight per cent of the total output of all kinds of corrugated and fibre boxes of the United States. Of fibre boxes alone, it is estimated that soapmakers use 13 per cent of the country's total production each year.

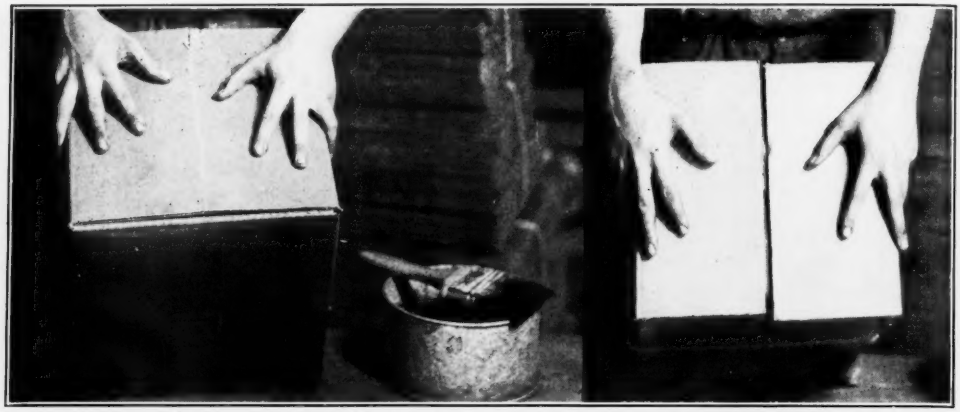
Round figures give the toilet soap sales of the United States as 10,000,000 cases per year, that is cases of one hundred cakes. Of this, sixty per cent or 6,000,000 cases are milled toilet soap and forty per cent is ordinary framed soap. Production of cake laundry soap is calculated at about 10,000,000 cases also, but is probably larger when numerous small yellow soap outputs are all taken into consideration. These figures are given in regular boxes of a hundred cakes. At least fifty per cent of the output is shipped in half-cases of fifty cakes. This means that the total num- of fibre boxes is roughly 15,000,000 for each type of soap, or 30,000,000 for the two together. Some 20,000,000 boxes are used for shipping chip soaps, soap powder, and the like. It is in these latter cartoned products where the progress in sales increases has been made during recent years. The large case usage for chip and powdered soaps has grown mostly at the expense of ordinary laundry soaps.

The foregoing figures are for fibre and corrugated cases only, which type of case has come to be used almost exclusively for ordinary soap shipping containers. They have supplanted almost completely the old style wooden box for domestic use. For export, however, the wooden box is still much in vogue, chiefly because of its rigidity and the fact that export cases are bound with iron straps and because of other factors. Other than wood boxes are used where the soap box is in turn packed four or eight to a large wooden packing case. Based on soap export figures, it is estimated that probably 2,000,000 wood boxes are used annually for the export trade.

The use of fibre cases by the soap trade is distributed among manufacturers with tremendous outputs down to the small plant which turns out only a few thousand cases per year. For shipping of cake soaps, both laundry and toilet, practically all the large manufacturers use fibre boxes because of their greater strength and rigidity, and greater resistance to water. The use of corrugated cases for shipping liquid products in bottles and cans will be mentioned later. Opinion as to the suitability of fibre or corrugated boxes for shipping cake soaps is evinced by the wider use of the fibre case by soapmakers. Satisfactory corrugated boxes for soap shipments can and are being made, however.

A summary of such data on box costs as could be secured from soapmakers gives an approximate cost of the average fibre soap box as between ten and twelve cents. This figure, of course, is a very rough estimate, the cost varying quite widely between a half-case for a small sized toilet soap and a full sized case of extra durability for a large laundry cake. It is close enough to give an estimate of the soap industry's box bill which on this basis figures out close to $6,000,000 yearly for solid cake soaps, chip soaps and powders.

Comparison of the soap industry with the total fibre box consumption of the country shows that in 1925, over 378,000,000 fibre boxes were used for all purposes. Of this, some 50,000,000 fibre boxes or about 13 per cent of the total were used for shipping soap. There were consumed during the same year for all purposes, over 100,000,000 corrugated boxes of which a much smaller proportion found their way through the channels of the



Right and wrong method of closing flaps after silicate has been applied. Edges should join squarely as in left hand photo. Spaced or uneven closure as in right hand photo makes weak and bad-looking case.—Courtesy Philadelphia Quartz Co.

soap trade. Of a total of 1,278,000,000 paperboard boxes of all kinds used, something like 5 per cent were used for the principal soap products, not including any of the numerous liquid, paste, and similar products also manufactured by the soap industry.

The strength of solid fibre and corrugated boxes for soap shipments is naturally subject to the same rulings as for any other products.

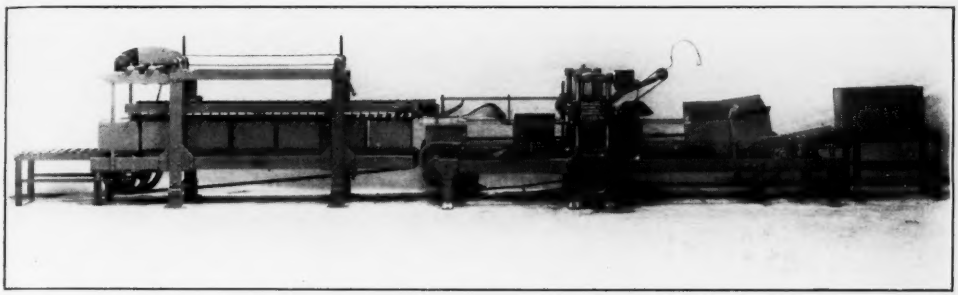
Right and wrong methods for applying the silicate to the box flaps. Silicate should cover entire surface as in the right hand photograph, assuring adhesion over full surface when flaps are joined. Thin line of silicate or dabs here and there make unsatisfactory closure.—Courtesy Philadelphia Quartz Co.

Rule 41 of the Consolidated Freight Classification contains the specification for these boxes as follows: for a weight limit of 40 lbs., the case must have a resistance or bursting strength of not less than 175 lbs.; for a 65 lb. case, the strength figure is 200 lbs. and for a 90 lb. case, it is 275 lbs. The average weight of solid fibre cases in these classes is about three pounds each, while for corrugated cases, it is about two pounds. Wood cases of the same average size run about two to three times heavier, according to the construction and material of the box.

In the matter of design, specifications, and the like, the association of the box manufacturers, the Paperboard Industries Association with offices in Chicago, maintains a technical service and a package designing laboratory. Any manufacturer who is planning a new type of style of shipping container can submit his problem to this association which will analyze it for him and submit a report with recommendations as to the character, style, and specification of cases most suitable. Because of its familiarity with I. C. C. regulations and the variable hazards of products to be shipped,—of course, these are minimized in the case of soaps—it would probably be of advantage to a manufacturer to make use of this service before going ahead with case designs. There is no

charge to manufacturers for the service, the association acting primarily to minimize difficulties of shippers who use fibre and corrugated cases.

Closely connected with the soap business are those numerous products which make up various liquid soaps, shampoos, dentifrices, polishes, cleaning fluids, household ammonia, auto soaps, mechanics soaps, shaving creams, and



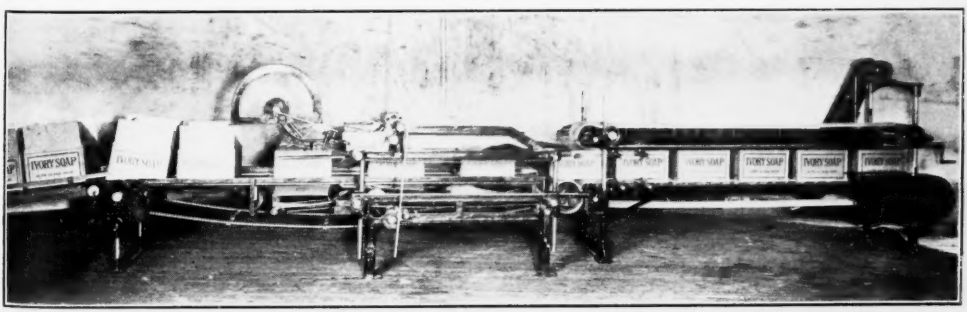
Sealing cases by machine is the modern method. Illustrating how the fibre cases are handled by the machine of the Standard Sealing Equipment Corp.

also those groups which overlap in manufacture with these products, disinfectants, deodorants, and household insecticides. The big majority of these products are liquids or pastes. They are mostly packed in cans or bottles and in turn, packed in corrugated or fibre cases. Of course, there are a number of dry products included here such as insect powder, deodorizing blocks and powders, washing sodas, dry ammonia powders, polishing powders, trisodium phosphate preparations, but those to be considered for shipping purposes are the liquids and pastes.

For bottles or cans, there is a greater preference among these manufacturers for corrugated boxes. Where the gross weight of the case is not great, the added resiliency and shock absorbing properties of the corrugated case operate to give it preference. For certain types of shipments, solid fibre boxes lined with corrugated board seem to be preferred evidently because of the greater strength of the case and its ability to resist the action of water with less loss of strength than the corrugated. Where either type of paperboard case will suit equally well, the corrugated box gets the call in practically every instance because of its lower cost for a box of equal size and general specifications.

To estimate the quantity of cases used by these manufacturers is considerably more difficult than to figure those used for soaps, chips and powders. Based on the number of manufacturers in the field of these miscellaneous items, their gross sales and the type of products which they manufacture and ship, their case requirements for year are probably very close to those used for soap shipments, if not larger. With gross sales of perhaps twenty-five or thirty per cent under those for soap, it is reasonable to believe that their consumption of fibre and corrugated cases should more than

(*Continued on Page* 71)



The case sealing machine of the J. L. Ferguson Co. in operation in a large soap plant.

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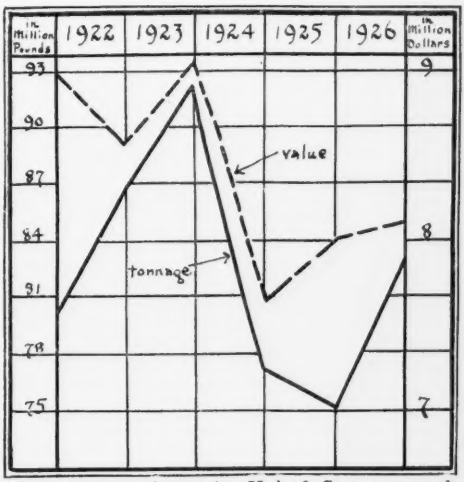
Where Do American Export Soaps Go?

Figures for 1926 Show the Philippines As Tonnage Importer, With England, Cuba and Canada Also Big Buyers

COMPLETE figures covering exports of American-made soaps during 1926, presented here for the first time, show one thing very clearly. While increases were registered in both gross export tonnage and moneys received, the value failed to keep pace with the quantities exported, indicating that price cutting was not confined to home markets. The value of all soaps exported in 1925 was $8,035,823, — the tonnage reached 75,665,453 pounds. Last year, tonnage increased approximately ten per cent to 83,379,679 pounds, while the value only gained a little over one per cent, — to $8,130,916. Both toilet and laundry soaps were equally responsible for this loss in average revenue per pound. While toilet soap exports last year were making a thirty-five per cent gain in tonnage over 1925, only ten per cent more in dollars was received. From the standpoint of pounds, laundry soap exports show a large increase, almost five million pounds, but they sold for $175,000 less. In the case of other soaps, proportionate gains were made in both tonnage and value.



Soap exports from the United States over the past five years, showing tonnage in millions of pounds compared to value in millions of dollars. Note variations in differential.

The past year has seen a more determined effort on the part of United States soapmakers to enlarge their export markets, than any year since 1919, and this has been reflected in the export totals. From 1919 to 1925, in which year exports increased slightly over the previous period, soap exports have dropped steadily, 1926 being the first year to develop a substantial increase. The loss in average value per pound indicates that competition for the business of foreign buyers has become more keen.

WHERE did 1926 American soap exports go? In tonnage, the Philippine Islands ranked first in both the toilet and laundry soap groups last year, but considered from the standpoint of value, fell considerably below the countries listed below. This is especially noteworthy as 1926 was the first year in which the Philippines bought enough laundry soap to come close to the leading importing countries and in one jump all of the others were outdistanced. The Islands have always been an important factor in toilet soap, having been the third largest importing country in 1925, 1923, 1922 and 1921 and of second importance in 1924. Curiously enough, the one country furnishing most of the export market competition for American manufacturers of soaps spends more money for our toilet soap than any other. The United Kingdom has been doing so almost continuously since 1913, as far as available records show. Statistics for the war years, from 1914 to 1917, are not considered here. In the only period the United Kingdom spent less for American toilet soaps than any other country, Cuba was of first importance having been second in other years.

In every year since 1922, Cuba has bought more soap from us than the United Kingdom, but from the standpoint of value this soap has not measured up. The two leading American toilet soap importing countries for 1913 and for the period between 1918 and 1926 follow. These figures are given in dollars because no tonnage figures were available prior to 1921.

1913—England	$431,737	1922—England	$531,079
Canada	274,657	Cuba	315,082
1918—Canada	$398,778	1923—England	$561,162
Cuba	368,172	Cuba	355,722
1919—England	$629,703	1924—England	$505,798
Belgium	520,858	Cuba	232,301
1920—Cuba	$624,635	1925—England	$566,202
England	412,679	Cuba	259,701
1921—England	$756,624	1926—England	$431,700
Canada	287,033	Cuba	$317,936

LAUNDRY soaps have only been classified separately since 1922, prior to that time having been listed as "other soap". In every year since then, Mexico has spent the most money for American laundry soap, although the margin between Mexico and its nearest competitor, Canada, was very materially reduced last year. Internal strife no doubt exacted a certain toll in smaller soap imports along with natural reductions in other lines. Mexican consumption of American laundry soap has been falling off steadily since 1922, however, when almost two million dollars were spent in this direction. Competition with domestic manufacturers is given as one very good reason for these smaller exports. Canada has ranked next to Mexico in importance during the last three years, with Haiti and Cuba, of second rank in 1923 and 1922 respectively, close behind.

1922—Mexico	$1,999,650	1925—Mexico	$1,094,299
Cuba	525,709	Canada	686,439
1923—Mexico	$1,608,188	1926—Mexico	$ 848,747
Haiti	608,589	Canada	657,897
1924—Mexico	$1,138,043		
Canada	721,707		

Miscellaneous, or "other", soaps included laundry soap up until 1922 so Mexico was by far the most important buyer until the change in classification. England, Canada and Cuba were close together, but considerably behind Mexico. Since 1922 Cuba and England have apparently furnished the most important markets for American soaps, other than toilet soap and laundry soap. England's imports were valued higher than Cuba's in 1922, 1923 and 1924, with the situation reversed during the last two years. In every year Cuba actually bought more miscellaneous soap than did England.

1913—Canada	$ 559,324	1922—England	$223,301
England	499,888	Cuba	169,864
1918—Mexico	$4,586,169	1923—England	$272,599
Canada	762,663	Cuba	170,610
1919—Mexico	$3,638,125	1924—England	$251,768
England	1,477,046	Cuba	227,134
1920—Mexico	$4,353,530	1925—Cuba	$222,498
Cuba	1,251,469	England	190,061
1921—Mexico	$2,399,559	1926—Cuba	$189,974
Canada	696,280	England	158,751

AN ANALYSIS of the 1926 figures, printed below, shows the Philippine Islands as the largest buyer of American soap, all grades considered, from a tonnage standpoint. They led the toilet soap group and following, ranked according to total pounds imported, were Cuba, British India, Canada, the United Kingdom, China, Panama, Mexico, Colombia and Australia. All other countries bought less than two hundred thousand pounds during the year. In the laundry soap group, following the Philippine Islands, were Mexico, Canada, Haiti, Cuba, the United Kingdom, Dominican Republic, Panama, Honduras and Jamaica, with other countries ranging from under a half million pounds downward. Exports of all other soaps went principally to Cuba, United Kingdom, Canada, the Philippines, Australia, Mexico and Argentina, ranked in their order of importance.

Where American Soaps Went in 1926

Country	Toilet Soap		Laundry Soap		Other Soap	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
Australia	210,154	125,361	8,468	761	724,638	85,312
Austria	13,874	12,924	656	58	180	24
Azores	921	302	1,966	188	460	46
Argentina	161,269	67,764	93,399	9,916	585,674	68,347
Brit. Guiana	2,686	1,304	38	8	2,908	600
Bermuda	23,775	5,793	192,041	15,152	23,769	2,302
British Oceania	2,425	1,272	1,066	125	1,298	354
British W. Africa	1,137	775	960	79	610	92
British S. Africa	172,630	101,892	171,817	14,754	217,039	31,892
Belgium	6,744	3,522	33,156	2,510	25,184	3,100
British Honduras	16,963	6,435	392,064	34,047	14,850	1,907
British India	834,103	288,163	4,730	443	24,693	13,365
British Malaya	50,179	29,488	46,329	3,508	4,167	2,138
Brit. W. Indies (Other)	20,509	5,416	459,388	34,900	33,738	2,929
Barbados	6,855	2,897	6,693	409	3,285	582
Brazil	38,090	17,511	47,383	4,337	255,295	29,522
Bolivia	35,742	19,815	6,440	751	15,318	2,249
Colombia	230,808	94,369	250,406	21,213	61,398	9,971
Cuba	1,167,626	317,936	5,039,721	373,662	2,443,745	189,974
Chile	74,746	15,346	50,235	4,757	388,365	44,054
Canary Isles	4,267	2,523	1,200	54	561	538
Canada	729,849	115,734	9,477,183	657,897	2,399,138	192,408
Costa Rica	18,226	9,326	18,993	1,960	46,212	5,233
Czechoslovakia	8,609	6,551				
China	616,131	155,182	168,015	14,095	130,037	15,702
Ceylon	46,898	32,349	500	27	5,669	3,997
Dominican Rep.	184,372	41,989	2,908,451	216,891	82,736	6,650
Dutch Guiana	5,548	972	45,774	3,710	24,910	1,866
Denmark	153,663	48,682	22,321	1,915	23,443	4,219
Dutch East Indies, Other	19,251	7,578			1,399	295
Dutch W. Indies	17,977	7,952	9,041	535	2,123	460
Egypt	15,046	9,121	11,641	970	7,553	973

Soap Exports by Years
1913, 1918 to 1926

YEAR	TOILET SOAP	LAUNDRY SOAP	Other Soap
1913	$2,132,663		$2,496,904
			51,292,954 lbs.
1918	$2,567,614		$10,871,335
			116,986,623 lbs.
1919	$6,034,230		$15,266,696
			157,749,605 lbs.
1920	$5,839,146		$13,315,691
			123,821,428 lbs.
1921	$2,822,927		$6,214,358
			73,952,439 lbs.
1922	$2,869,007	$4,694,406	$1,349,697
	7,565,881 lbs.	67,079,838 lbs.	14,173,788 lbs.
1923	$3,022,480	$4,701,141	$1,583,011
	7,369,539 lbs.	66,498,491 lbs.	18,456,371 lbs.
1924	$2,400,616	$3,818,139	$1,517,948
	5,376,453 lbs.	54,276,016 lbs.	17,724,053 lbs.
1925	$2,805,404	$4,008,884	$1,221,535
	6,760,789 lbs.	55,806,410 lbs.	13,098,254 lbs.
1926	$3,052,701	$3,833,838	$1,244,377
	9,135,353 lbs.	60,620,712 lbs.	13,623,014 lbs.

Where American Soaps Went in 1926

Country	Toilet Soap		Laundry Soap		Other Soap	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
Ecuador	20,193	7,604	77,060	5,371	12,986	1,455
French Oceania	981	656	120	12	602	109
Finland	2,355	1,234	.....	.....	1,292	115
France	34,557	16,983	57,346	4,543	125,946	14,804
Germany	44,248	29,735	11,962	1,519	19,958	2,952
Greece	2,497	1,606	859	12	225	124
Guatemala	25,250	11,806	48,701	3,968	16,880	2,102
Haitian Rep.	188,426	24,371	8,784,277	575,995	53,950	4,263
Honduras	53,465	17,459	897,207	76,096	13,507	2,048
Hungary	5,799	6,282	.....	.....	.....	.....
Hongkong	50,116	28,689	20,485	2,420	26,995	2,933
Iceland	790	560	2,190	165	5,000	295
Irish Free State	23,067	20,764	34,831	1,394	2,088	913
Italy	18,885	12,683	14,370	1,699	12,724	2,607
Jamaica	50,822	19,874	775,476	49,256	20,521	3,232
Japan	37,729	19,671	30,127	3,980	176,544	18,193
Java and Madura	127,732	42,621	120	18	22,421	3,333
Miq. and St. Pierre Is.	1,318	118	1,875	138	.....	.....
Mexico	252,447	50,640	10,630,636	848,747	644,084	76,128
New Zealand	167,280	63,664	31,431	2,570	273,862	24,104
Netherlands	36,700	22,029	680	52	76,160	4,065
Norway	13,833	7,997	65,525	4,802	9,210	1,100
Newfoundland and Lab.	36,812	8,228	310,036	22,281	54,835	3,908
Nicaragua	66,383	15,060	626,643	36,904	8,634	1,109
Port. E. Africa	2852	1,056	782	72	6,420	815
Philippines	1,410,398	304,120	10,938,095	521,254	791,380	53,488
Poland and Danzig	868	800	.....	.....	61	92
Portugal	1,409	999	.....	.....	4,348	486
Persia	.....	.....	7,500	450	.....	.....
Panama	266,061	72,725	2,649,468	162,252	182,984	18,039
Paraguay	3,876	2,316	656	203	6,017	302
Peru	174,134	55,018	1,346	134	1,103	232
Palestine	2,868	1,152	243,287	22,053	265,383	35,802
Russia	629	149	114,015	7,361	838	138
Rumania	4,707	332	.....	.....	4,375	250
Siam	5,603	1,620	10,147	910	1,951	849
Spain	29,966	12,762	2,937	486	39,506	4,373
Sweden	89,092	43,167	854	113	97,392	18,130
Switzerland	16,742	11,659	.....	.....	22,876	2,435
Soviet Russia in Asia	1,725	163	720	84	.....	.....
Salvador	25,139	21,216	6,281	517	2,048	437
Syria	1,082	531	.....	.....	2,686	347
Turkey	9	8	25,000	1,501	340,984	27,268
Trinidad	18,920	7,518	168,122	10,309	7,456	1,307
United Kingdom	688,529	431,700	3,710,381	232,129	2,431,649	158,751
Uruguay	40,715	12,194	177,361	17,406	136,344	15,373
Venezuela	89,389	47,451	37,252	2,821	28,316	4,862
Virgin Islands	15,022	4,120	213,105	14,768	7,605	641

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Causes of Soap Discoloration

A Further Discussion in Which the Effect of Sudden Cooling and Drying Are Discussed

By E. Schotte
of the Iowa Soap Company

IN THE second edition of *Modern Toilet Soap Manufacturing* by Julius Schaal (Augsburg, 1926), the author gives his opinion about the darkening of toilet soaps. At some later date, I hope to discuss this excellent book in "Soap," but at the present I will only refer to this subject. Schaal writes: "Soaps cooled with the aid of a drying apparatus have the disadvantage, when being stored for some time, of getting spotted, losing the perfume and attaining a disagreeable odor."

Batches of soaps were analyzed and found to contain no free fat. Part of the batch was framed and cooled slowly and the other part run through the dryer. The framed soap was, after passing through the chipper, dried by the same dryer. The framed soap was faultless, but the pieces of the soap, cooled when liquid, showed the disagreeable spots. The sudden cooling seems to spoil the soap. Schaal claims that by forced cooling the crystallization process is disturbed and the soap in an amorphous condition is formed which results in the forming of spots.

Schaal wrote this in the first edition of his book in 1912 and rewrites it in the second edition. He is a practical man and has been connected for more than 40 years with the German soap industry. His experience was mostly with the Cressonniere type soap dryer which cools the soap first and afterwards dries it. A newer type dries the soap while hot and then cools it. This machine is made up with two rolls heated by steam and another pair cooled with water. The last dryer has not been long enough in use to enable Schaal to make any conclusions regarding improvement on the stability of the soap. Several attacks were made on Schaal's conclusions in the German soap press, but he has stuck to what practice has evidently taught him and many other soapmakers.

I do not believe that American soapmakers are troubled by the spots in soaps sufficiently to blame the dryers which are used more extensively here than on the other side. The German way of soap boiling is different from the American method. In Germany, first the tallow is saponified and the next day the cocoanut oil is added. On the third day, the soap is finished. In this country, 4-5 changes are made and then the soap is finished.

Schaal admits that American soaps are more stable than the German ones. There is more chance for thorough saponification. I believe that with the German method, the possibility that free fat and free alkali occur together must not be overlooked. When the soap is tested for unsaponified fat, a sample is dissolved in alcohol, etc. Now it is almost certain that further saponification will take place and no free fat will be found and the soap is declared perfect. On framing this soap, the mass stays liquid for some time and there is a good chance for the fat to be taken up. One tenth of 1% free alkali will saponify about 0.7% free fat, but when the soap is cooled quickly the saponification is stopped and the free fat will stay in the finished soap.

In the discussion of transparent soaps, he refers to another discoloration. Transparent soaps becoming red, especially when exported. Schaal blames it on inferior materials used in the making, but it happened that soap kept in the factory did not discolor, while part of the soap was red when arriving at its destination. In the *Seifensieder Zeitung*, B.R. from San Francisco writes that he actually found that discoloration occurs from the soap being in contact with certain kinds of wood, a.o. spruce. In the last part of my first article on this subject, I mentioned the action of bacteria. In the German paper, it was reported that discoloration of soap took place while packed in wooden boxes, stored in a moist room. The black spot on the surface consisted of *aspergillus niger*, a kind of a mould. The germs and spores are probably present on the wood and their growth stimulated on the soap by the moisture.

A trans-ocean telephone call from St. Louis to Ruabon, North Wales, was made on April 22 last by Edgar M. Queeny, vice-president of the Monsanto Chemical Works to N. H. Graesser of the Graesser-Monsanto Chemical Works at Ruabon. This is the first trans-Atlantic phone call to be made on business by a St. Louis manufacturer.

Castile Soap Case Drags On

Hearings in the case of the Federal Trade Commission against James S. Kirk & Co., Chicago, have been held in all parts of the country during the past month or six weeks. They have been held in Washington, New York, Boston, Portland, Me., Los Angeles, Minneapolis, Salt Lake City, and other places. Hearings in Chicago have just been closed. Whether this will terminate the taking of testimony, is not known, but no future hearings have been scheduled thus far. They have been held before Examiner Edward M. Averill at the places noted. The testimony has been taken by the Commission to find out what the term "castile soap" signifies to various groups in the soap trade and to the public. The Commission has contended that castile soap should be made exclusively with olive oil as a fatty base. Kirk and other soapmakers marketing various types of castile soap, contend that any fatty ingredient can be used.

In the various examinations of witnesses, the chief question which has been asked, has been "Does the word 'castile' signify to you that the soap so named is made from one particular oil ingredient?" The replies generally would indicate that witnesses for the soapmaker find that the meaning of "castile soap" is a pure white neutral soap, made of pure materials and not necessarily from any particular fatty ingredient. The witnesses for the Commission, however, apparently hold that the term "castile soap" implies the use of olive oil as the exclusive fatty ingredient. Thus far, it has apparently been a case of whose witnesses were testifying. If no further testimony is taken, it will be a case of awaiting the findings of Examiner Averill as to the facts in the case.

Various varieties of soaps are now subject to an import tax in Holland. These new duties have recently been levied: soft soaps and materials containing less than half soap, 1 florin per 100 kg.; hard soaps and products containing more than 50 per cent soap, 2 florins per 100 kg.; when the latter be scented or transparent, 4 florins per 100 kg.

Soap valuations, for the purpose of calculating duties, have been revised in Uruguay. Complete information regarding the changes may be secured from the Department of Commerce.

The embargo on the exportation of olive oil from Greece was removed early last month permitting the export of oil of any acidity.

Colgate Second in Bowling Tourney

For the first time in several years, the bowling team of Colgate & Co. failed to win first place in the bowling tournament of the Wholesale Drug Trade Bowling Association of New York. In the 34th annual tournament, just completed, first place was taken by Lanman & Kemp with 28 games won and 14 lost. Colgate was second with 27 won and 15 lost. The high team score for the season was made by the Colgate team with 1045, and also the highest net average with 872.31 pins per game. The Roessler & Hasslacher Chemical Co. and Church & Dwight tied for third place. E. R. Squibb & Sons were fifth. The intercity team matches were held at Atlantic City on May 13 and 14 with teams from the New York league, Philadelphia, and Baltimore competing.

Lever Bros. Head Advertising List

Lever Brothers Co. spent more money for newspaper advertising, in 1926, than any other company making soaps, disinfectants or related products, according to estimates prepared by the Bureau of Advertising of American Newspaper Publishers' Association and subsequently published in *Printers' Ink*. A total of $1,500,000 was spent for newspaper advertising of *Lux*, *Lifebuoy*, *Rinso* and other of the Lever products. Other firms listed, together with the amounts invested by each, were B. T. Babbitt, Inc., $85,000; Climalene Chemical Co., $75,000; Colgate & Co., $250,000; Cuticura Laboratories, $800,000; Duz Co., $75,000; Forhan Co., $475,000; James S. Kirk & Co., $175,000; Kolynos Co., $50,000; Larvex Corp., $200,000; Lehn & Fink Products Co., $178,000; Palmolive-Peet Co., $500,000; Pepsodent Co., $800,000; Resinol Chemical Co., $300,000.

Essential Oil Houses Organize

The Essential Oil Dealers' Association with headquarters in New York has completed its organization and elected officers. Officers chosen for 1927 were as follows: president, F. T. Dodge of Dodge & Olcott Co.; vice-president, Fred Ungerer of Ungerer & Co.; secretary-treasurer, A. D. Armstrong of Fritzsche Brothers. The executive committee includes the following in addition to the officers: C. A. Fitzsimmons of the Orbis Products Trading Co.; P. C. Magnus of Magnus, Mabee & Reynard; E. V. Kileen of George Lueders & Co.; W. H. Rauss of Morana, Incorporated. The objects of the Association will be to cooperate in working out common problems of the tarde, to make a unified trade contact with Government officials, and to aid consumers in their essential oil problems.

Toilet Articles Manufacturers Meet

Hold Thirty-third Annual Meeting at Atlantic City— Hear Congressman Kelly on Price Maintenance

THE thirty-third annual meeting of the American Manufacturers of Toilet Articles was held May 9, 10, and 11 at the Ambassador Hotel, Atlantic City, N. J. For a number of years past, the annual meeting has been held in New York and the change to Atlantic City this year was a diversion. Sessions opened on Monday afternoon, May 9 in the Japanese Room of the Ambassador. After the annual address of President C. M. Baker of the Pond's Extract Co., and reports of other officers and committees, A. D. Armstrong of Fritzsche Brothers, Inc., New York spoke on "Evaluation of Raw Materials". He was followed by Frederick D. Wood of the International Magazine Co. on "Sales and Marketing". On Monday afternoon, but in the form of a public lecture in the Pompeian Room of the hotel, Prof. Marston T. Bogert of Columbia University, spoke on "Science and Art in the Perfume Industry". Entertainment on Monday consisted of sailing parties, tennis, golf, and visits to the fish haul at the Atlantic City pier, followed by a private theatrical performance in the evening by artists from the Keith and Albee circuits. A buffet supper and dancing followed.

The business sessions of Tuesday, May 10, opened at 10:00 A.M. with the annual report of W. L. Croumse, Washington representative of the Association. Nominations for officers and executive board for 1927-28 followed. "Export Trade" by T. W. Delehanty, assistant chief of the Chemical Division of the Department of Commerce, was then heard. Gordon James, assistant chief of the Domestic Commerce Division, followed Mr. Delehanty with an address on "Distribution Survey". E. E. Finch of the Karl Kiefer Machine Co., Cincinnati, then spoke on "Production Profits". The afternoon of Tuesday was given over to the golf tournament at the Northfield Country Club. Tournaments for both ladies and men were held. Trap shooting at Westy Hogan's on Absecon Boulevard was also indulged in by some members on Tuesday afternoon. In the evening, an exhibition swimming contest was staged in the Ambassador pool by the hotel swimmers. Contests were also held for the Association members.

The final business session of the meeting was held Wednesday morning and heard as the main speaker, Hon. M. Clyde Kelly, Representative from Pennsylvania. Mr. Kelly, who is the author of the latest Federal price maintenance bill, spoke on "Price Maintenance". He traced the economic background of maintaining marked resale prices on branded merchandise and described the necessity for price maintenance legislation to legalize through statute the right of the manufacturer to protect himself and the reputation of his goods against the price slashing.

A continuation of the golf tournament was held at the Northfield Country Club on Wednesday afternoon. In the evening, the annual banquet of the Association was held in the Renaissance Room of the Ambassador with C. M. Baker, president of the Association, as toastmaster. The main speaker at the banquet was Prof. Curt P. Wimmer of the College of Pharmacy, Columbia University, who talked on "Nature's Hints on Cosmetics". The address was broadcasted through station WPG.

Crude Cotton Oil Stocks Lower

During the month of March stocks of crude cottonseed oil droped fifteen million pounds to 140,308,610. This figure is more than fifty-two million pounds above the one reported March 31, a year ago. Stocks of refined oil showed a natural increase in March to 502,593,484 pounds, about forty-two million pounds ahead of the Feb. 28 figure and a little more than 200,000 pounds over the same day in 1926. The complete Government report, insofar as it concerns cottonseed oil, follows:

Item	Season	On hand Aug. 1	Produced Aug. 1 to March 31	On hand March 31
Crude oil, lbs.	1926-7	[3]8,280,561	1,658,106,078	[1]140,308,610
	1925-6	4,847,333	1,441,067,988	88,271,584
Ref'd oil, lbs.	1926-7	[2]145,670,884	[3]1,351,384,851	[2]502,593,484
	1925-6	173,549,345	1,156,969,858	301,333,268

Tankcar inedible tallow rates from North Salt Lake, Utah, to Chicago and Kansas City, Kans., have been held to be unreasonable, by the Interstate Commerce Commission. The rate to Chicago has been $1.42 per hundred and should be $1.13 at the outside. The rate to Kansas City should be $1.00 instead of $1.10.

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Say you saw it in SOAP!

Glycerin Demand Remains Dull

Demand for glycerin has been very dull, according to the report of Parsons & Petit, New York, under date of May 6, which states: "There has been practically no demand. It is said that there has been a small transaction in dynamite, at under 24c, which is no doubt correct, for there is some uneasiness among certain of the makers. Foreign prices work out practically the same as they are here. It is said that speculators own most of the available stocks on the Continent, but it is likely that this applies mostly to crude. It was the end of May last year, when the improvement in the market started; at that time prices were about where they are now; by the early part of July, 29½c had been reached, much of the advance, being undoubtedly due to the general strike in Great Britain, which closed most of the soap works, thereby reducing the production of glycerin, but a reaction, quickly carried the value to 26½c; from late August until the end of the year, the price remained at approximately 27c.

Glycol is absorbing a good deal of attention today; it has come to be realized that this article provides a real substitute and apparently it is now a good deal a matter of price, between the two commodities, with a sentimental leaning toward glycerin. There are said to be certain desirable qualities in glycol, which glycerin does not possess, particularly the non-freezing characteristic. It must be considered, however, that the production of glycol is now limited and it is therefore impossible to supply a sufficient quantity to displace glycerin entirely, in the explosives trade; the output can probably be increased, but it is questionable, whether a large investment will be considered wise, in view of the fact that glycerin is a by-product and must be sold, even if the price has to be reduced, much below the present level."

Crude glycerin imports totaled 1,943,815 pounds, valued at $344,119, in February. Imports of refined goods dropped off considerably to 339,839 pounds, valued at $77,561. Close to one million pounds of crude came from France, with Germany, Cuba, the Netherlands and Belgium other important suppliers. Most of the refined glycerin was shipped from the Netherlands.

"Palm Oil Industry of Sumatra and West Africa" is the title of bulletin 471, issued by the Foodstuffs Division of the Department of Commerce, and available, at ten cents a copy, from the Superintendent of Documents, Washington, D. C.

Report Government Soap Inquiry

That a Government inquiry into the soap business was pending with a view to investigating violations of the Sherman Act by soapmakers in seeking to raise prices and restrict production, was reported in the daily press late in April. The subpenas were reported served between April 20 and 23 by the Federal district attorney's office of the Southern District of New York. The matter came out when three officers of the John T. Stanley Co., New York, appeared before Federal Judge Thomas D. Thacher to answer a complaint that they had refused to obey subpenas requiring that they produce books, papers, and other company records. In this connection, Alfred T. Stanley, vice-president, and John W. Stanley, secretary, were charged with contempt in failing to obey the subpenas issued by the Federal Grand Jury. John T. Stanley, widely known president of the firm and one of the oldest men in the soap business in the country, was not cited although he likewise failed to produce his records. The records were produced in court on April 26 and the contempt charge was not pressed.

Other companies who are reported in line for investigation by the Attorney General's office include Swift & Co. and the Van Iderstine Co. of Long Island City. These two firms were reported to have produced their records. When further information was requested from Alexander B. Royce, chief Sherman law prosecutor for the New York jurisdiction, by a representative of SOAP, he denied having issued any statement or having said that a soap inquiry was pending. He would not confirm or deny the report. He stated that inquiries of this nature were not always followed by indictments, according to the report. Whether these investigations will be followed by inquiries into the affairs of others, he would not state.

Morana Represents New Account

Morana Incorporated, New York importers and manufacturers of perfuming products, have been appointed exclusive sales agents in the United States and Canada for Haarmann & Reimer Chemische Fabrik zu Holzminden, G. m.b.H., Holzminden an der Weser, Germany. Established in 1874, the house of Haarmann & Reimer is the oldest European manufacturers of perfuming bases. A recent development of the Haarmann & Reimer laboratories is a series of soap perfumes, which includes heliotrope blossom, jasmin, lavender, lilac blossom, lily of the valley, rose and violet blossom which embody a resinous fixative.

"Distinguished for its high test and uniform quality."

Soda Ash
Caustic Soda
Bicarbonate of Soda

NEW ENGLAND STATES

General Agents

E. & F. King & Company, Inc.
399-409 Atlantic Avenue
Boston, Mass.

Sub-Agents

Boston, Mass.—Grasselli Chemical Company, 32 India Street.
Boston, Mass.—Innis, Speiden & Co., 41 Commercial Wharf.
Hartford, Conn.—Sisson Drug Company, 729 Main Street.
Lawrence, Mass.—Beach Soap Company.
Lowell, Mass.—C. B. Coburn Co., 67 Market Street.
New Haven, Conn.—Grasselli Chemical Company, 74 River Street.
Peabody, Mass.—A. H. Whidden & Sons Company, 6 Main Street.
Pittsfield, Mass.—Barris-Goewey Co.
Providence, R. I.—George Mason Company, 251 Tockwotton Street.
Salem, Mass.—E. & F. King & Company, Inc., 193 Jackson Street.
Waterbury, Conn.—Apothecaries Hall Co., 8 Benedict Street.
Worcester, Mass.—Oliver M. Dean Sons, 218 Summer Street.

For the convenience of the less-than-carload trade and for emergency supply of contract consumers, we maintain stocks at the important shipping points listed below. Our representatives are as follows:

ALABAMA

Birmingham—The Grasselli Chemical Company, Brown Marx Building.

CALIFORNIA

Los Angeles—Western Wholesale Drug Company, Los Angeles and Second Sts.
San Francisco—Henry C. Hacke, 80 Clay Street.
San Francisco—Mailliard & Schmiedell, 203 California Street.

CANADA

Toronto—The Grasselli Chemical Company, Ltd., Federal Building.

FLORIDA

Tampa—Miller-Lenfestey Supply Company, 105 Whiting Street.

ILLINOIS

Chicago—The Grasselli Chemical Company, 2101 Canalport Avenue.
Chicago—Merchants Chemical Company, 1306 South Canal Street.
Hoopeston—Iliff Bruff Chemical Company, Young Ave. & C. & E. I. R.R.
Rock Island—L. R. Mace Company, 1808-1810 First Avenue.

INDIANA

Indianapolis—William Lynn Chemical Company, 129 North Davidson St.

IOWA

Council Bluffs—Iowa Soda Products Company, 29th Street and 1st Avenue.
Ottumwa—J. W. Edgerly & Company, 129 West Main Street.

KENTUCKY

Lexington—Pickrell & Craig Company, Fayette National Bank Building.
Louisville — Industrial Chemical Company, 2927 West Kentucky Street.
Louisville—Pickrell & Craig Company, 209-211 East Main Street.
Louisville—Waters Garland Company, 119 West Main Street.

LOUISIANA

New Orleans—The Grasselli Chemical Company, 301 Godchaux Building.

MARYLAND

Baltimore—H. J. Baker & Bro., 27 South Gay Street.

MICHIGAN

Detroit — Eaton-Clark Company, 204 Woodward Avenue.
Detroit—The Grasselli Chemical Company, 1530 East Hancock Avenue.
Detroit—Detroit Soda Products Company, 35 George Street, Wyandotte.
Lansing—Carrier-Stephens Company, 306 North Grand Avenue.

MINNESOTA

Minneapolis—Merchants Chemical Co., 110-112 N. E. 6th Street.

MISSOURI

Kansas City — Abner Hood Chemical Company, 107-117 N. Montgall Ave.
St. Louis—The Grasselli Chemical Company, 901 Planters Building.
St. Louis—Provident Chemical Works, 8011 Idaho Avenue.

MONTANA

Butte—Carr O'Neill Brokerage Co.
Helena—C. T. Perry & Company

NEW JERSEY

Newark—American Oil & Supply Company, 238-260 Wilson Avenue.
Passaic—Jacques Wolf & Company, 356 Lexington Avenue.
Trenton—American Oil & Supply Company, 285 North Willow Street.

NEW YORK

Albany—The Grasselli Chemical Company, P. O. Box 228.
Albany—North Hudson Chemical Company, Inc., Tivoli Street.
Buffalo—H. D. Taylor Company, 99-117 Oak Street.
New York City—The Grasselli Chemical Company, 347 Madison Avenue.
New York City—Innis, Speiden & Company, 16 Cliff Street.
New York City—Truempy, Faesy & Besthoff, Inc., 25 Broadway.
Rochester—Scobell Chemical Company, Inc., Rockwood Place.
Utica—A. H. Williams Co., Inc., 129-31 Seneca Street.

OHIO

Cincinnati—American Chemical Company, Temple Bar Building.
Cincinnati—The Grasselli Chemical Company, Pearl St. and Eggleston Ave.
Cleveland—The Grasselli Chemical Company, Guardian Building.
Columbus—Rose Supply Company, 46-48 West Maple Street.
Dayton—The Fansher Bros. Company.

OREGON

Portland — Mailliard & Schmiedell, Board of Trade Building.

PENNSYLVANIA

Harrisburg—Henry Gilbert & Son, 100 South Second Street.
Philadelphia—Ellis Jackson & Company, 18 North Front Street.
Scranton—Chas. B. Scott Company, 119-123 Franklin Avenue.

TENNESSEE

Memphis—McCleary Bros., Inc., 351 Madison Avenue.
Nashville—Henry S. Sawrie Company, Bryan Terminals, First Ave., North & Broad Sts.

TEXAS

Dallas—Joe Barlow, Distributor, Crowdus and Taylor Streets.
El Paso—H. J. Baron Company, Inc., 1208 Mills Building.
Houston—T. M. Norsworthy, First National Bank Building.
Wichita Falls—Standard Laundry Co.

WASHINGTON

Seattle—Mailliard & Schmiedell, 24 West Connecticut Street.

WISCONSIN

Milwaukee — The Grasselli Chemical Company, Canal Street & 16th Street Viaduct.
Milwaukee — Merchants Chemical Company, 420 Barclay Street.

Michigan Alkali Company

General Sales Department

21 East 40th St., New York, N. Y.
Chicago Office, 332 S. Michigan Ave.

American Oil Chemists Meet

The American Oil Chemists' Society held its eighteenth annual meeting at New Orleans, La., May 9th and 10th. The convention headquarters were at the Roosevelt Hotel, where the Annual Banquet, a yearly feature of the meeting, was held. Reports were given by L. F. Hoyt, Larkin Co., for the Detergents Committee, H. J. Morrison, Procter & Gamble Co., for the Planning Committee, W. D. Richardson, Swift & Co., for the Commercial Oil and Fats Analyses Committee, and R. K. Brodie, Procter & Gamble Co., for the Cake Color and the Seed Committees. L. F. Hoyt read a paper entitled: "A Rapid Method for Determining Neutral Fat in Soap."

Opportunities for Export Trade

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

24,921	Laundry soaps	Agency wanted	Porto Rico
24,899	Soaps	Agency wanted	Philippine Islands
24,893	Toilet soaps	To purchase	Java
24,931	Glycerin	To purchase	Switzerland
24,899	Toilet goods	Agency wanted	Philippine Islands
24,937	Water softeners	To purchase	Canada
24,717	Toilet goods	To purchase	Japan
24,714	Fish oil soap	Agency wanted	Latvia
24,816	Laundry soaps	Agency wanted	Porto Rico
24,799	Toilet soaps	Agency wanted	Germany
24,814	Floating soaps	To purchase	South Africa
24,830	Toilet goods	Agency wanted	Brazil
25,072	Disinfectants, etc	Agency wanted	Austria
25,112	Glycerin	Agency wanted	Colombia
25,009	Soaps	Agency wanted	Portugal
25,075	Soaps	Agency wanted	Canada
25,135	Metal polish	Agency wanted	Sweden
25,164	Laundry soaps	Agency wanted	Porto Rico

An estimate places the annual production of crude glycerin in France at present as 10,000 metric tons of which 7,000 tons are manufactured at Marseilles and 3,000 tons in other districts. The production has been at about this rate since 1920 while prewar production is estimated to have been about 15,000 tons per year. At present about one-half production is exported as crude, the remainder being refined and consumed in France.

The freight rate charged on three carloads of glycerin from Ivorydale, O., to Grafton, Ill., was held unreasonable, but not otherwise unlawful, according to a recent recommendation to the Interstate Commerce Commission by Examiner D. E. Stillwell. A rate of 34 cents instead of 43.5 cents per hundred was recommended. The Illinois Powder Manufacturing Co. was complainant.

Remodelling B-R-G Soap Factory

Beaver-Remmers-Graham Co., Dayton, O., are remodelling their milled soap department. C. W. Aiken has been at the factory for a large part of the past eight weeks assisting W. C. Crebs, superintendent, in supervising the installation of a new dryer and several new kettles and laying out the plant along the most modern and practical lines. The equipment is being arranged so the progress of the soap, from raw material to the finished wrapped and boxed cake, will be continuous and entirely automatic. Considerable equipment from the old Remmers-Graham Co. factory, at Cincinnati, has already been moved to Dayton and the balance is being prepared for shipment. With the exception of some cold made soap, all of the products of the combined companies are now being made at Dayton. As soon as factory alterations have been completed manufacturing at Cincinnati will stop altogether. A capacity of 700,000 pounds of soap in an average working day, is expected in the remodelled plant. If circumstances make it necessary this may be increased to one million pounds per day.

Plans call for a continuance of the extensive private label soap business built up by the Remmers-Graham Co. and for a material expansion of the sale of trade-marked products. Considerable additional advertising has already been placed, with posters, car cards and some newspapers, throughout the Middle West, being used. A campaign through various farm papers is also planned. Packages, modern in design and in brighter colors, have been adopted to complete the change to considerably more active marketing methods.

Stearic Acid Association Active

The National Association of Stearic Acid Manufacturers, organized only three years ago, has developed rapidly and has accomplished considerably in that time. The membership is very representative of the industry, three new members, Procter & Gamble Co., Harkness & Cowing and the M. Werk Co., all of Cincinnati, having been elected at the recent Pittsburgh meeting. Last February the association endowed a fellowship at the Mellon Institute and research into stearic acid and red oil and their uses is now being conducted there by Dr. R. B. Trusler. Standards for all grades of stearic acid and red oil are being drawn up and will probably be issued next month. J. A. Burns is president of the association, A. J. Spieler, vice-president and Fred F. Jordan, secretary-treasurer.

HEIKO

SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet

HEINE & CO.
NEW YORK
TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

PERSONAL and IMPERSONAL

Matthew Finehout who has been connected with the Los Angeles Soap Co., Los Angeles, Calif., for the past twenty-five years, was recently elected a member of the board of directors of the company. He started with the firm in 1902 as a factory hand. He has been connected with the sales end of the business since 1908.

E. Schotte, formerly of the Lavo Co. of America, Milwaukee, recently joined the staff of the Iowa Soap Co., Burlington, Ia., as chief chemist.

G. W. Grondal, formerly superintendent of the Gold Dust Corp., Baltimore, is now connected with the Lever Brothers Co., Cambridge, Massachusetts.

James J. Bradley & Co., New York, are named in a complaint by the Federal Trade Commission for misbranding of a toilet soap as "English Tub Soap" and "Hanson-Jenks, Ltd., London, New York" on soap manufactured in the United States The complaint was issued April 12 as Docket No. 1455. The company, according to the complaint, has been selling this soap for the past five years under this name.

Rome Soap Manufacturing Co., Rome, N. Y., has filed a complaint with the Interstate Commerce Commission against the Chicago & North Western Railway Company in which it seeks reasonable rates on inedible crude corn oil from Clinton, Iowa, to Rome and claims reparation for shipments made.

Colgate & Co. have elected another member of the Colgate family to membership on the firm's board of directors—S. Bayard Colgate, who has been mainly concerned with advertising the various Colgate products. The membership of the board was increased to admit the new director.

"Ritz," a soap product, formerly manufactured at Newport, Ky., is now being made by the newly organized Ritz Laboratories, at Dayton, O. The new company is planning to manufacture a general line of soaps, cleaning compounds and similar materials. L. E. Limbert is president of the firm.

Seaboard Crystal Co., New York, manufacturers of cleansers, disinfectants and related products, have moved their office to 254 W. 31st St. The new telephone number is Longacre 7493. A branch sales office, at 67 Stockton St., Newark, N. J., has also been opened.

Procter & Gamble Co. is again offering prizes for the best sculptures done with white soap. A list of sponsors of the competition, which contains a number of names well known in the art world, has been issued by National Small Sculpture Committee, 80 E. 17th St., New York. Prizes ranging all the way from five dollars to three hundred dollars, for both professional and amateur sculptures, have been offered. The contest closes the end of this month.

Barclay & Co., New York toilet soap manufacturers, have bought the business of Raquel, Inc., New York perfumers, and are merging the enterprise with their own. Barclay & Co., have heretofore centered their efforts on South American markets while the perfumery house has confined itself almost altogether to the American market.

The Davidson Commission Co., Chicago vegetable oil brokers, have issued a booklet giving market prices on vegetable and animal oils, tallow, etc., by months, over the past ten years.

Colgate & Co., who purchased the business of the Pompeian Manufacturing Co., Cleveland, last month, is operating the firm as a separate organization with Otto F. Leopold continuing as president. S. Bayard Colgate has been elected vice president of the Cleveland company and Mason Trowbridge and George Neupower, both connected with Colgate & Co., have been elected directors.

the FLY will soon be here!

here are odors for FLY SPRAYS

BOUQUET No. 77
CARNATION No. 50
HELIOTROPE No. 150
LILAC No. 777
NEW MOWN HAY No. 75
ORIENTAL No. 88
ROSE No. 99 and 158
TREFLE No. 157
VIOLET No. 155
WISTERIA No. 156

Any of these odors will assist you in securing repeat orders for your sprays. They are priced low enough to make their use economical. BOUQUET No. 77 is perhaps outstanding in this list inasmuch as it was the Original Fly Spray Perfume. It masks objectionable kerosene odors perfectly when sprayed. A trial pound of BOUQUET No. 77 will perfume 16 gallons of spray and cost only $2.40.

Bertrand Freres'

Fixatives for Soap Perfumes

NATURE produces the best fixatives obtainable and the house of Bertrand Freres is outstanding among the organizations rendering these fixatives suitable for use in your soap perfumes. Soluble resins of benzoin, cystol, iris, labdanum, oak moss, olibanum, peru, styrax and tolu are unsurpassed as agents for holding the original odor of your perfume to the last.

P. R. DREYER

Importer and Specialist in
Essential Oils and Aromatics

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Sole Agent

BERTRAND FRERES, Grasse, France

Say you saw it in SOAP!

Grasselli Powder Co., Cleveland has planned new powder mill at Seneca, Ill., consisting of a group of about twenty buildings estimated to cost close to $300,000, with equipment. Herman H. Gronemeyer is company engineer in charge.

Lever Brothers, Ltd., of England, report net profit of £4,899,996 for 1926.

Xavier and Leon Givaudan, of L. Givaudan & Co., Geneva, Switzerland, are visiting Givaudan-Delawanna, Inc., New York, the American connection of the Swiss company. Both gentlemen arrived in New York April 20 and will remain until after Givaudan-Delawanna's annual sales convention.

E. H. Balz, who for the past four years has held the fellowship on perfuming and flavoring materials at Mellon Institute, has taken a position as chief chemist with Fries & Fries Co., Cincinnati, Ohio, manufacturers of aromatic chemicals.

Los Angeles Soap Co., Los Angeles, Calif., now has a new branch office in Omaha. It is located at 906 Woodmen of the World Building.

Magnus, Mabee & Reynard, New York essential oil house, representing Chemical Works Roermond in this country, were visited by Conrad Raab, managing director of the latter company, early this month.

Taylor's Trust, Ltd., has been formed to take over the business of the Taylor Drug Co., British operators of almost two hundred chain drug stores and Pritchard & Constance, toilet goods manufacturers. The drug company operated a factory and warehouse at Leeds and the toilet goods firm has its factory in London.

Schimmel & Co., Miltitz near Leipzig, Germany, have purchased the firm of E. Sachsse & Co. of Leipzig, formerly owned by Dr. O. Lampe and Mrs. S. Dufour-Feronce. The Sachsse firm has been amalgamated with Schimmel & Co. The latter is one of the oldest and best known essential oil houses in the world, having been established almost a century ago in 1829. The Schimmel company, under the management of Karl Fritzsche and Herman Fritzsche, and owned by the Fritzsche family, will carry on as heretofore in the form of a limited company. Schimmel & Co. are represented in the United States and Canada by Fritzsche Bros., New York. Sachsse were formerly represented in this territory by Pfaltz & Bauer, Inc., New York.

Dodge & Olcott Co., New York, are now sole sales agents in the United States and Canada for camphor oil and safrol produced by Saisei Shono Kabushiki Kaisha, the official distributing outlet of the Japanese Government. The account was formerly held in the United States by Suzuki & Co.

George Louis, Jr., for several years manager of the New York office of the Fries & Fries Co., Cincinnati aromatic chemical manufacture, resigned his position the first of this month and is now connected with a New York bond house.

Reports are once again circulating to the effect that James S. Kirk & Co. are planning to move equipment to their new factory within the next two months. Plans for evacuating the old quarters, located on very valuable property, have been under way for some time. No definite announcement has been made by the Kirk company as yet.

A new soap factory is being constructed at Nampa, Idaho, to be occupied by the Golden West Soap Mfg. Co. Those behind the project expect to furnish additional details when they are a little closer to actual production.

An oil soaked building in West New York, N. J., owned and formerly occupied by Lever Bros., was destroyed by fire April 26. Several nearby structures, some of them a part of the old soap factory, were badly damaged. The entire loss was estimated at around $500,000. The American Cotton & Linseed Oil Co. occupied the factory which first caught fire and the Universal Seed & Milling Co. were located in other of the damaged buildings.

Orbis Products Trading Co., New York essential oil house, has completed the development of a new product—Phellandrene—the odor suggesting pine needles and terebene. It is designed for use in soaps and various sprays.

U. S. Printing & Lithograph Co. completed, late last month, the moving of the old Gair lithographing department to their own Brooklyn factory. The lithographing business was bought last October when the Robert Gair Co. moved their fibre and corrugated box factory from Brooklyn to upstate New York in order to be closer to the box board plant.

Société Anonyme des Etablissements

ROURE-BERTRAND FILS

LARAGNE (France) GRASSE BOUFARIK (Algeria)

GERANIUM AFRICAN

GERANIUM BOURBON

LAVENDER FLEURS

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PETIT GRAIN South American

Will be pleased to submit samples with prices on request

Sole Agents for U. S. and Canada

GEORGE SILVER IMPORT CO.

461-463 Fourth Avenue New York

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

The effect of adding a castor oil soap to a soap made from hydrogenated fish oil is to increase the lathering power, even when as little as 5% is added, according to the Japanese *Jour. Society Chemical Industry*, 30, 122, 1927. The addition of 20% castor oil soap gives the maximum effect. Washing power measured by the indigo method is not changed by a small amount of castor oil soap, but when more than 15% is added, there is a gradual decrease in washing power. A compound soap made with castor oil fatty acids, 2 to 2 parts, castor oil soap, 10 parts, and fish oil soap, 90 parts, gave best results in washing and lathering power.

Experiments made with perborate washing powders by Th. Madsen and reported the *Seifensieder Zeitung*, 53, 868, 1926, bear out previous conclusions that these preparations weaken the fiber of the wash goods and eventually destroy it.

The use of soap-hexalin solutions to replace Turkey red oil in the solution and emulsification of fats, and the simplification of the manufacture of water soluble oils, was discussed in *Kunststoffe*, 17, 4, 1927. Gasoline, kerosene, turpentine, carbon tetrachloride, benzol, etc. when dissolved in hexalin-soap solutions form stable emulsions with water. Disinfectants of high coefficients can be made by this method of emulsifying cresol and phenol.

Oil lavender was examined in small quantities by fractionating the silver salts of the acids, according to the *Parfumerie Moderne*, 19, page 316, (1926) and showed that the main ester present was linalyl butyrate accompanied by linalyl esters of higher fatty acids, including valeric, and also by acetates, but the latter in much smaller proportion than had heretofore been admitted.

Calcium oleate has been found particularly useful in the manufacture of suppositories containing a large proportion of liquid medicament as an aid in producing solid emulsions. Addition of 3.33% calcium oleate is used. In paraffin ointments, the use of one percent calcium oleate in soft paraffin enables the absorption of 33.3% to 50% of its weight of liquids such as water solutions of drugs, or an equal weight of a solution of coal-tar product without separation of water on storing.—*Pharmaceutical Journal*, 117, 371, 1926.

Products designed for use as wetting and emulsifying agents, which have the property of reducing surface tension in aqueous liquids, are obtained by the reaction between aromatic hydrocarbons and olefines in the presence of a condensing agent under conditions where the liberation of water is substantially avoided, according to British Patent No. 263,873. For example, naphthalene is sulfonated to yield a and b naphthalene sulfonic acids, which is treated with the product obtained from passing propylene and other olefines into concentrated sulfuric acid. The products are particularly designed for textile processing.

In the manufacture of Liquor Cresol Saponatus, B. P., the darkening of the phenol as a result of heating with alkalies can be avoided and a light color is produced if no direct heat is applied, according to the *Pharmaceutical Journal*, 117, 553, 1926. Heat the solution of caustic potash in water. Heat a mixture of castor oil and cresol. Pour the potash solution into the latter mixture and set aside in a warm place. In 30 minutes, saponification is complete.

A dentifrice made with calcium citrate, and citric acid or other suitable substance for acid reaction, and with gums, glycerin and water has been patented as No. 1,619,076.

A eucalyptus disinfectant, made from eucalyptus oil 37% and an aqueous soap product such as rosin soap solution, has been patented as No. 1,619,861.

An insecticide made from a dried gel in which sodium fluosilicate and silica have been incorporated is covered by Patent No. 1,617,708.

Direct Trading—

Acting as agents for reliable foreign distillers, we offer our services as importing brokers or merchants.

In spite of the fact that we are absolutely first hand since we act for the producers, our prices are generally high compared with current market quotations. This is because we only offer pure oils and never "standardize" the quality to meet the buyer's idea of price.

We specialize in the following oils, handling only the original PURE qualities in drum lots:

BERGAMOT	LAVENDER, Flowers	PENNYROYAL, 90%
BOIS DE ROSE	LAVENDER, Spike	ROSEMARY, Spanish
GERANIUM, African	LEMON, Italian	VETYVER, Bourbon
GERANIUM, Bourbon	ORIGANUM, 65%	YLANG, Bourbon

PEP — Pure Products Essential

COUPEY FILS

160 Pearl Street - - New York

ALSO

COUPEY FILS & DEHAIS,

17 Rue de Constantinople, Paris

Cables: COUPEDEHAI, Paris & New York

CONTRACTS AWARDED

Procter & Gamble Distributing Co. was awarded a contract for 70,020 bars of common soap at 4.87c per bar for the St. Louis Medical Depot, Circular 32. For the same place, U. S. Soap Co. was awarded 10,000 bars of scouring soap at 3.7c per bar, and the Windsor Soap Co. 90,000 bars of toilet soap at 3.05c per bar.

Pioneer Soap Co. was awarded a contract for 10,000 bars of laundry soap at 4.48c per bar for the San Francisco Medical Depot, Circular 8. For the same depot, Hooper & Jennings were awarded 15,000 bars of white floating soap at 3.224c per bar.

Colgate & Co. were awarded a contract for 75,00 bars common soap at 4.45c per bar for the Brooklyn Medical Depot, Circular 89. For the same place, J. Eavenson & Son Co. was awarded 20,000 cakes of white floating soap at 8.43c per cake.

Proctor & Gamble Distributing Co. was awarded 79,00 lbs. laundry soap for Fort Sam Houston Quartermaster Dept., Circular 206, at 8.49c lb.

Cudahy Packing Co. was awarded 7,000 lbs. washing soda at 2.75c lb. for the St. Louis Medical Depot. For the same place, Swift & Co. was awarded 16,800 lbs. washing soda at 1.85c lb., and Solvay Sales Corp. 56,280 lbs. washing soda at 1.915c lb. For Fort Sam Houston Quartermaster Dept., Solvay Sales Corp. was awarded 25,000 lbs. washing soda at 2.1c lb. and 90,000 lbs. soda ash at 2.15c lb.

J. Eavenson Sons Co. was awarded a contract for a quantity of chip soap for Frankfort Arsenal at 8.39c per lb. on Circular 290.

John Rothschild & Co., San Francisco, were awarded 200 cans lye for the San Francisco Medical Supply Depot at 7.99c per can.

J. Eavenson Sons Co. was awarded 35,000 lbs. laundry soap for the U. S. Marine Corps, Washington, at 4.73c per lb.

John Rothschild & Co., San Francisco, were awarded 15,000 lbs. lye at 7.32c lb. for the Quartermaster Dept. of Fort Mason

Collins & Co., San Antonio, were awarded a contract for 23,200 cans lye at 5.79c per can.

Geranium oil exported from Algiers to the United States in 1926 amounted to 64,791 lbs. valued at $144,557, compared with 30,685 lbs. in 1925 valued at $108,393.

First Sales of Package Equipment

The manner in which automatic cartoning machinery was first introduced in the United States over the opposition of refiners and packers who did not see the necessity for it, reveals an interesting case of selling a firm's customers in order to sell the idea to the firm. According to William K. Embleton, general manager of the Pneumatic Scale Corp., Norfolk Downs, Mass., in order to interest sugar packers in automatic equipment for packaging, representative grocers in all the large New England cities were interviewed and 96 per cent of them signed a statement that they preferred to market sugar in cartons rather than in bulk. This data was placed before a large refiner and sold him the first automatic cartoning unit. This was over thirty years ago. This same refiner is today packing over three million pounds, 1,500 tons, of sugar daily by machinery.

In commenting on the passage of "the era of the open barrel," as he calls it, Mr. Embleton mentioned the manner in which sugar, tea, coffee, and other foodstuffs, and also soap products, are gradually becoming almost completely distributed in sealed packages. He mentioned the early beginning of packaging some forty years ago, when the invention of a machine for steaming and cleaning currants by W. H. Doble, then a wholesale grocer in New England, was later followed by the invention of an automatic weighing machine and still later, cartoning machines, for use in packaging currants. This, Mr. Embleton states, was the first step in the development of automatic packaging as it now exists in the United States.

RECORD OF TRADE-MARKS

The following trademarks were published in the April issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice if opposition.

Trade-Marks Filed

Mandarine—This in striped letters describing toilet soap. Filed by Bourjois, Inc., New York, N. Y., Aug. 21, 1926. Claims use since January, 1924.

Lather-Ease—This in black letters and underlined describing shaving cream. Filed by the Mutual Mfg. Co., Memphis, Tenn., January 25, 1927. Claims use since January 26, 1924.

S. K.—This in black letters above the name S. Kostritsky, describing dentifrices. Filed by S. Kostritsky, Paris, France, Feb. 4, 1927. Claims use since Nov. 9, 1926.

Sweetex—This on a black background describing antiseptic deodorizing powder. Filed by Sweetex Products, Williamsport, Pa., Feb. 8, 1927. Claims use since April 1, 1926.

Body Sweet —This in black letters describing deodorant. Filed by Fari-Plex Company, Memphis, Tenn., Dec. 2, 1926. Claims use since October 1921.

Unguent Special—This on a striped background describing compound for cleansing the hands, shaving cream, laundry soaps, soap flakes, hand soap, toilet soap, paste, shampoos, etc. Filed by Leigh Chemist, Inc., New York, N. Y., Dec. 17, 1926. Claims use since 1894.

Mon Parfum—This in black letters describing toilet soap. Filed by Bourjois, Inc., New York, N. Y., Jan. 21, 1927. Claims use since Oct. 20, 1926.

Fly-Nok-R—This in black letters across a bottle describing fly insecticide or powder. Filed by Pro-Tex-All Sanitary Products Co., Evansville, Ind., Jan. 24, 1927. Claims use since April 1, 1926.

Soap Bubbles Forming a Man, describing soap flakes. Filed by the Citrus Soap Co., San Diego, Calif., Feb. 3, 1927. Claims use since April 7, 1926.

Colgate's Ribbon Dental Cream—This written on several pictures of a box, describing dental cream. Filed by Colgate & Co., Jersey City, N. J., Feb. 8, 1927. Claims use since Jan. 10, 1927.

Hickory—This in black letters describing flaked and powdered soap. Filed by Los Angeles Soap Co., Los Angeles, Calif., Feb. 10, 1927. Claims use since March 22, 1913.

Damosel—This in black letters describing toilet deodorant. Filed by Viking Labs., Inc., Charleston, W. Va., Feb. 11, 1927. Claims use since Dec. 1, 1926.

Marita—This in black letters describing soap. Filed by Vincent De Messimy, Chicago, Ill., Feb. 18, 1927. Claims use since Oct. 15, 1926.

BI-IT—This in black letters describing hand soap. Filed by Chas. W. Clark, Westfield, Mass., Feb. 19, 1927. Claims use since June 8, 1925.

Mackie's Pine O Skeet—This on a black background and this in a scenery picture, describing an insect destroyer. Filed by Mackie Pine Oil Specialty Co., Inc., Covington, La., May 29, 1925. Claims use since Jan. 1, 1924.

Lavandel Orangon—This on a fancy background describing laundry soap, toilet soap, shaving soap, polishing soap, soap powder and soap flakes. Filed by Junger & Gebhardt Akt.-Ges., Berlin, Germany, Dec. 29, 1926. Claims use since April 1, 1914.

Triple Ex—This in black letters describing washing powder and soap powder. Filed by Robert J. Magee, Chicago, Ill., Feb. 5, 1927. Claims use since Sept. 15, 1926.

Brookfields—This in black letters in front of a sun-ray describing tooth powders. Filed by F. Brookfield Slater, Washington, D. C., Feb. 17, 1927. Claims use since Dec. 1, 1926.

Myrrhdent—This in black letters describing dentifrice. Filed by Georges A. Brouillet, Brookline, Mass., Mar. 8, 1927. Claims use since Oct. 1, 1926.

Lustrine Shampoo—This on a fancy background describing shampoo. Filed by Lus-

trine Labs., St. Paul, Minn., Jan. 8, 1927. Claims use since Oct. 1926.

E-Konomy—This in black letters above the picture of an insect describing insecticides of all kinds. Filed by the Purity Chemical Products Co., Santa Rosa, Calif., Feb. 18, 1927. Claims use since Dec. 15, 1925.

Pebeco—This in black letters describing tooth paste. Filed by Lehn & Fink, Inc., New York City, Feb. 21, 1927. Claims use since Dec. 1903.

Co-Bos—This in black letters describing insecticdes, both liquid and powder form. Filed by Smith Mfg. Co., Utica, N. Y., Mar. 2, 1927. Claims use since Aug. 1, 1925.

Fli-Ded—This on a black background describing insecticide. Filed by Scott Drug Co., Charlotte, N. C., Mar. 17, 1927. Claims use since Mar. 11, 1927.

Manganar—This in black letters describing Insecticides. Filed by Grasselli Chemical Co., Cleveland, Ohio, Mar. 21, 1927. Claims use since March 15, 1927.

Trade-Marks Granted

225,467—Toilet Soap. The Oskamp Nolting Co., Cincinnati, Ohio. Filed October 25, 1926. Serial No. 239,195. Published January 4, 1927.

225,488—Fly poison. Antrol Laboratories Inc., Los Angeles, Calif. Filed November 15, 1926. Serial No. 240,055. Published December 28, 1926.

225,501—Preparation for exterminating water bugs, roaches, ants, etc. Albert G. Maas, Indianapolis, Ind. Filed November 1, 1926. Serial No. 239,532. Published January 11, 1927.

225,545—Soap, shaving cream, and preparations having cleaning qualities. Lysol, Incorporated, Bloomfield, N. J. Filed September 23, 1926. Serial No. 237,610. Published January 4, 1927.

225,573—Dry-cleaning preparations. Auglaize Chemical Company, Wapakoneta, Ohio. Filed November 19, 1926. Serial No. 240,289. Published January 4, 1927.

225,610—Dry-cleaning fluid. Nostane Products Company, Brooklyn, N. Y. Filed November 4, 1926. Serial No. 239,671. Published January 4, 1927.

225,643—A cleanser compound for hands by emulsification. National Oil and Chemical Company, Philadelphia, Pa. Filed August 12, 1925. Serial No. 218,770. Published December 28, 1926.

225,762—Soap compound. Melbar Manufacturing Co., Inc., San Francisco, Calif. Filed July 27, 1926. Serial No. 235,223. Published January 4, 1927.

225,764—Cleaning compound. B. T. Babbitt, Inc., New York, N. Y. Filed August 2, 1926. Serial No. 235,450. Published January 11, 1927.

225,781—Oil Soap. The Phoenix Oil Company, Cleveland, Ohio. Filed November 6, 1926. Serail No. 239,765. Published January 4, 1927.

225,947—Soaps. Joseph Gutradt Company, San Francisco, Calif. Filed October 6, 1926. Serial No. 238,222. Jublished January 11, 1927.

225,949—Liquid Soap. Eugen von Seyfried, Irvington, N. J. Filed October 16, 1926. Serial No. 238,758. Published January 11, 1927.

225,950—Floor wax, liquid wax, polishing cream, and furniture polish. Sapolin Co., Inc., New York, N. Y. Filed October 23, 1926. Serial No. 239,143. Published January 11, 1927.

226,028—Washing and cleaning compound. Economics Laboratory, Incorporated, St. Paul, Minn. Filed November 8, 1926. Serial No. 239,802. Published January 11, 1927.

226,042—Insecticides. American Disinfecting Company, Sedalia, Mo. Filed November 22, 1926. Serial No. 240 387. Published January 11, 1927.

226,043—Insecticides and disinfectants. American Disinfecting Company, Sedalia, Mo. Filed November 22, 1926. Serial No. 240,386. Published January 11, 1927.

226,045—Disinfectants and germicides. American Disinfecting Company, Sedalia, Mo. Filed November 22, 1926. Serial No. 240,383. Published January 11, 1927.

226,047—Insecticides. American Disinfecting Company, Sedalia, Mo. Filed November 22, 1926. Serial No. 240,391. Published January 11, 1927.

226,048—Disinfectants and germicides. American Disinfecting Company, Sedalia, Mo. Filed November 22, 1926. Serial No. 240,390. Published January 11, 1927.

226,213—Polish for cleaning and reconditioning metal, linoleum, porcelain, paint, varnish, or lacquered surfaces. Great Resultz Company, San Francisco, Calif. Filed October 15, 1926. Serial No. 238,653. Published January 25, 1927.

226,263—Powdered preparation for general household cleaning purposes. Standard Products Incorporation, Newark, N. J. Filed August 26, 1926. Serial No. 236,510. Published January 25, 1927.

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS

BAIRD & McGUIRE, INC.

HOLBROOK, MASS. ST. LOUIS, MO.

Warehouse Stocks at

New York City Kansas City San Francisco

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INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.* Harry W. Cole, Holbrook, Mass., Secretary.

A Larger Association Needed, Says Hoyt

Lay Aside "Trade Secret Fear Complex" and Exchange Ideas, Urges President of Insecticide and Disinfectant Association

LAY aside your "trade secret fear complex" and get together with your competitors to build a larger and more powerful trade association for the good of every individual firm in the insecticide and disinfectant industries, is the keynote of the address of Fred Hoyt of Atlanta, Ga., president of the Insecticide & Disinfectant Manfacturers Association before the 14th annual mid-summer meeting at the Edgewater Beach Hotel, Chicago, given to-day (May 16). Mr. Hoyt says: "This is our 14th Mid-summer Meeting. It has been several years since we have had the pleasure of meeting in this great metropolis. For the benefit of those living in the mid-west, the Board of Governors has decided to hold future mid-summer meetings in the central section of our country, if the attendance and increased membership from this territory justifies the change. It is a sincere pleasure to me to greet the friends made through the medium of this association. I consider it a privilege every member should value; this opportunity of creating friendships with those interested in his own craft. The chairmen of the various committees will report direct to you what has been accomplished since our last meeting. The Secretary's report is always a comprehensive one covering our general activities in an interesting manner.

"Acting on the experience gained from our Quebec meeting, your Board of Governors decided to devote most of the sessions of this meeting to the discussion of problems of the industry, with the hope there will be a feeling of freedom in the exchange of ideas and the members will not hesitate to express their candid opinion on the subjects under discussion. The success of the Quebec meeting was due to one thing. It was the confidence manifested by those present expressed in the desire to be broadminded and not hedged in by selfish motives. The success of this meeting and the value to you will depend upon the attitude you assume and the spirit in which you enter into it. If you will lay aside your 'trade secret fear complex' and exchange ideas, you will take home more than you brought. If you expect much and give little, you will go home disappointed.

"It is customary for the President to make recommendations in his report for your consideration, that have come to his attention from time to time. In my four previous reports to you, I have stressed two things that seemed to me to be of most importance; increasing our membership and scope of activities, and decreasing the use of premiums. The former to build up our association, the latter to abolish a practice that was destroying the prestige of our industry in certain sections of our country. I am happy to say this form of bribery has been greatly curtailed as a result of the trade conference called by the Federal Trade Commission. Today, I wish to point out a few reasons for concentrating our efforts over the next six months on increasing our membership.

"An industry depends upon its trade association. As its association develops, so does the industry. Individuals working independently cannot attain the results that come from collective action. Only a trade association offers the medium whereby competitors can meet on a common ground to become friendly, to overcome petty jealousies, to get the reflections from other minds, to get up a better understanding, to promote the mutual welfare of its members and to protect its members from ad-

verse legislation. It carries the individual out of his narrow sphere of competitive ideas into the broader spirit of co-operation.

"I am firmly convinced the more frequently competitors can be brought together for the friendly discussion of business problems, the less the need for rules of business conduct and the less the need for state or Federal control. It is a weak and selfish individual who extends the hand of fellowship to a competitor at a trade meeting and then can return to his office and permit or resort to any type of unfair business practice that will reflect on the character of, or injure his competitor's business.

"These are the thoughts that run through my mind every time we hold a meeting and have prompted me to urge every member to devote more time to impressing the value of our association upon those who are eligible for membership. We have accomplished much during the past 13 years for the benefit of our industry. This has in turn been of considerable value to many companies who have never joined our organization. They are under obligations to us and should deem it a pleasure and a privilege to assume their share of our responsibilities and contribute not so much their dues as their counsel and good will toward the further development of our association.

"This is my appeal to you this morning,—to build up our membership. It is not keeping abreast with the number entering our craft. I am asking you and every member to give just a portion of your time to seeing or writing those you have had some contact with or have knowledge of. The membership committee has been active and has been successful, but I want every member to bring one new member in this year. It is a small job for each member with a big result if everyone does his part. We have plenty of work ahead of us and unlimited possibilities for expanding our industry. We need all those interested to join hands with us.

"I have tried to sell you our association to stimulate a desire on your part to sell it to others, to build it up, to make it more powerful, to make it of more value to every member. Members of this or any other organization are only as valuable as the extent to which they are anxious to co-operate and work harmoniously with the other members. Here is your opportunity to be of value.

"It is pleasing to see so many of the old guard here and to see several new faces present. I trust the new members will feel at home, catch the spirit of our meetings, and enter into the proceedings with the same freedom as the older members. In closing I wish to thank the chairman of the program committee and those that have helped him arrange the details for this meeting. It is a real job."

The Program

In addition to the usual informal round-table discussions of the various problems of the insecticide and disinfectant industries which have arisen since the last meeting, and also problems of long standing, the following addresses are definitely scheduled for the meeting at the Edgewater Beach Hotel, Chicago:

"Cooperation with Federal and State Mosquito Extermination Commissions." John Powell, of John Powell & Company, New York City.

"The question of the value of Mouth Sprayers to the Industry." F. W. Foreman of Toledo Rex Spray Co., Toledo, Ohio.

"What do your products cost?" H. W. Hamilton of White Tar Company, Kearny, New Jersey.

"Discussion of the Tariff situation." C. C. Baird of Baird & McGuire, Holbrook, Mass.

"How to increase the sales of insecticides and disinfectants in export markets." Also effectiveness of winter advertising. J. W. Bailey of The Tanglefoot Company, Grand Rapids, Michigan.

"Adhesives and Labeling." LeRoy Eickstedt of Arabol Manufacturing Company, New York City.

"Cooperation with the soap, paint, varnish and allied industries along publicity lines." Ira P. MacNair of MacNair-Dorland Company, publishers of SOAP, New York City.

"Uniform cash discounts and discounts relating to chain stores, buying organizations, large dealers and retailers." Charles P. McCormick of McCormick & Company, Baltimore, Md.

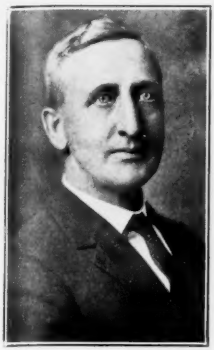
"The Doings of Turp & Tine," a motion picture presented by The Hercules Powder Company, Wilmington, Delaware.

"Quality in Insecticides." Dr. Robert C. White of Komo Chemical Company, Philadelphia, Pennsylvania.

"How to help the Sale of Disinfectants." J. P. Nicholson of Lowell Specialty Company, Lowell, Michigan.

"A survey of the various industries, institutions and the purposes for which insecticides and disinfectants are at present utilized, with some statistics regarding the extent of such industries, the number of such institutions and the possibility of further development of such uses." Evans E. A. Stone of Chemical Products Division, Standard Oil Company (New Jersey), New York City.

(*Continued on Page* 61)



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Frederick Disinfecting Co.

HARRY W. COLE
Secretary
Baird & McGuire, Inc.

H. W. HAMILTON
1st Vice-President
White Tar Co.

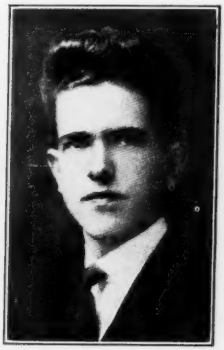
A FEW of the representatives of member firms in the Insecticide and Disinfectant Manufacturers Association who will take an active part in the 14th Annual Mid-Summer Meeting of the Association which opens Monday morning, May 16 at the Edgewater Beach Hotel, Chicago. Arrangements for the program of speakers have been made by James H. Readio, Jr., of Providence. The less serious side of the program is in the hands of J. W. Bailey of Grand Rapids, Mich., that is, entertainment and amusement. Fred Hoyt and Harry Cole will make addresses. Evans Stone is to delve into matters of publicity and sales, at which he excels. Doc Hamilton and Jim Readio are to probably sit with Arthur Ponder in insurgents row. Rob Jordan is to take the money, if there is any. Charley McCormick is to be official joke player. Campbell Baird is coming solely to lend dignity to the convention. The coat room concession has already been contracted for by one John Powell, et al.

JAMES H. READIO, JR.
Program Committee
Tar Products Corp.

J. W. BAILEY
Board of Governors
Tanglefoot Co.

C. CAMPBELL BAIRD
Board of Governors
Baird & McGuire, Inc.

CHARLES P. MCCORMICK
Insecticide Comm.
McCormick & Co.



JOHN POWELL
Membership Comm.
John Powell & Co.

EVANS E. A. STONE
2nd Vice-President
Standard Oil Co., N. J.

Rosin for Soluble Disinfectants

Because Rosin soap is one of the most efficient and economical emulsifying agents it is used extensively in the manufacture of soluble disinfectants.

Hercules Wood Rosin forms soaps that produce stable emulsions. Furthermore, it is clean and uniform.

Every manufacturer of soluble disinfectants will do well to investigate Hercules Wood Rosin as its use will afford him a considerable saving.

We also produce Hercules Steam Distilled Pine Oil, a good deodorant and, against certain germs, an efficient disinfectant.

If you are interested in learning more about Hercules Rosin or Pine Oil, write us.

HERCULES POWDER COMPANY
(INCORPORATED)

961 Market Street, Wilmington, Delaware

Largest producers of pine oil and wood rosin in the world

HERCULES POWDER COMPANY
961 Market Street
Wilmington, Delaware

Please send me a test sample of Hercules Yarmor Pine Oil.

Name .....

Company .....

Street .....

City ..... *State* .....

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Correct Labelling Is Vital, Says Cole

Before Insecticide and Disinfectant Manufacturers Meeting, Secretary Discusses Label Claims, Legislation, and Association Progress

By Harry W. Cole
(Report of the Secretary)

SINCE our last annual meeting in December in New York City, your Secretary has endeavored to keep you posted on matters affecting the industry through the issuance of 21 bulletins. In addition, a number of individual inquiries have been answered by correspondence and in person. During January and a part of February, many of our members located in New York, Baltimore and points south were visited, and much information given and received. President Hoyt and your Secretary have been in almost daily touch by correspondence, so that practically every matter of importance to the industry has had careful consideration. Operating expenses have been kept at a minimum in order to maintain a healthy condition of the Treasury, yet funds are ever made available for carrying on the work in the most efficient manner.

No attempt will be made at this time to give a detailed review of the subject matter of the various bulletins. It seems well, however, to again invite your attention to several of these which are regarded as of particular importance. The new Federal Caustic Acid Poison bill, sponsored by the American Medical Association, and which has been referred to in many of our bulletins, was enacted by the Senate on April 2, 1916, by the House of Representatives on March 2, 1927 and signed by the President on March 3rd this year. This law is to be construed as supplementing the Food and Drugs Act, the Insecticide Act of 1910 and the District of Columbia Pharmacy Act. It became operative upon its enactment but penalties are not to be enforced for six months. We have kept closely in touch with the progress of this legislation because of its somewhat far-reaching effect on the chemical industry. You will probably recall that through the good offices of one of our members who was sent on a special mission to the headquarters of the American Medical Association in Chicago, the bill was so modified that basic materials entering into the manufacture of disinfectants were excluded, since which time we have not actively opposed its passage. Similar laws are now in effect in twelve states.

A matter of considerable importance to those of our members who store, transport or sell insecticides and disinfectants in Greater New York is to be found in the rulings of the Fire Commissioner. If your product is not inflammable, it is likely to be classed as a combustible, and this is defined in the New York Fire Ordinances as "any substance which may be ignited and caused to burn". In a literal sense, this covers a wide range of materials, and would seem to include hundreds of substances which are not thought of as constituting a fire hazard at any time. A great deal of pressure has been brought to bear upon those in authority to have the rulings modified or liberalized, but as yet no substantial progress has been made. Several of our members have spent considerable time and thought on this matter, and they will doubtless be glad to give you the benefit of their experience a little later in the session.

As was announced in our bulletins several months ago, a reorganization is under way in the Department of Agriculture in Washington. This will operate to combine under one head the Bureaus of Chemistry and Soils, which will devote its future activities to research and testing. The enforcement of the Foods and Drugs Act, the Insecticide Act and the Caustic Acid Act will be delegated to a new bureau to be known as the Food, Drug and Insecticide Administration, of which Dr. P. B. Dunbar, now Assistant Chief of the Bureau of Chemistry, is slated to be the head. Mr. Walter G. Campbell, at one time acting Chief of the Bureau of Chemistry will be in charge of all regulatory work. The Insecticide and Fungicide Board will, as heretofore, function under Dr. J. K. Haywood as its Chairman, and to him we will be answerable for our misdeeds. Dr. Haywood is better posted, perhaps, than any other man in the Government service on the problems which confront our industry, and we are happy to feel that he will remain at the helm, and that our harmonious relations with him and his Board will not be disturbed. J. L. Monarch, Executive Officer has resigned his post as has also Dr. G. F. Reddish, Bacteriologist of the Board who is now engaged in commercial

Trade Mark

FREMD-TEX

(CONCENTRATE)

The New Liquid Household Contact Insecticide

Contains no Pyrethrum

Non-Poisonous - - Non-Explosive

Fremd-tex is the formula of Charles Fremd and is fully covered by patents. It is strictly non-toxic. Insecticides made with Fremd-tex Concentrate cost less than ordinary pyrethrum sprays and are more effective. *Simply add solvent and perfume to suit.*

EASY TO HANDLE COSTS LESS ABSOLUTE RESULTS

Send for a sample of the concentrate to dilute, and test its killing power yourself.

CHARLES FREMD LABORATORIES

ROSEBANK **STATEN ISLAND, N. Y.**

The makers of Sulco-VB. the dormant, or semi-dormant insecticide and fungicide spray for fruit and ornamental trees and shrubs

Trageser Steel Drums—

are built to last!

THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 - 55 - 110 GALLON SIZES

BLACK - GALVANIZED - TINNED

We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products

JOHN TRAGESER STEAM COPPER WORKS

451 WEST 26th STREET **NEW YORK CITY**

Chicago Representative
Harry E. Rice - 724-728 Washington Blvd.

Cleveland Representative
Fred H. Palmer, Jr. - 914 Guarantee Title Bldg.

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work. Inasmuch as the reorganization will not become effective until the beginning of the next fiscal year on July 1st, it is difficult to obtain authentic information regarding changes in personnel. It is considered very unlikely, however, that any drastic revision of policy is to come about; at least such policies as affect manufacturers of disinfectants and household insecticides.

Fly Sprays and Pine Disinfectants

THE bulletin on "Fly-Sprays" seemed to strike a responsive chord, for many complimentary letters were received stating that we "struck the nail on the head". It is always helpful to your Secretary to be told when bulletins have an appeal, otherwise it is never known whether the message hit the mark. There is food for thought in the bulletin on Pine Oil Disinfectants. Until recently, none of us were quite certain that this type of disinfectant would kill any disease breeding organism except that of typhoid fever. Now we are officially told by Dr. Haywood's Board that it will kill many other organisms, and that it may be sold as a disinfectant, when properly labeled, without fear of having it declared misbranded. Many manufacturers who have heretofore sold pine oil disinfectant merely for deodorizing purposes, have a new field opened up to them and will doubtless take advantage of it.

All our members are encouraged, in fact urged, to read the government pamphlets issued from time to time, bearing on the subject of sanitation. A number of these give the results of tests made with certain types of insecticides, while others tell how disinfectants may be most effectively used. These publications are mailed to you without cost, and if you are not receiving them regularly, you are missing a most valuable opportunity to learn something more about the line which constitutes your business. A booklet is now in course of preparation by the United States Public Health Service on the use of disinfectants. It probably will be available for distribution in the early summer. It will stress the importance of sunlight and air in maintaining healthful conditions. No recommendation will be made of any commercial disinfectant, for the Public Health Service is of the opinion that so many of these are without definite or fixed value that they are not to be regarded as effective agents in combating disease. This is indeed a sad commentary on the industry, and shows the need of closer co-operation between manufacturers and the medical fraternity in order that a better understanding may be brought about and proper recognition accorded to preparations of merit.

Membership Gains

AT THE annual meeting in December it was announced that fifty-six members were enrolled in the Association, of which forty-eight were active and eight were associate members. Since then three members have resigned; one because it was felt our service was not needed, and two because of having discontinued business, or rather because they were absorbed by other and larger companies. To offset this loss, we have gained fifteen new members; eight active and seven associate, an increase of approximately thirty per cent in the five months since we last met. The Chairman of our Membership Committee, Mr. Powell, has worked zealously to bring the benefits of the Association to those engaged in lines similar to ours, and the success he has met with is attested to by this fine percentage of growth. We are indeed fortunate to have such a number of good workers in our ranks, among whom may be mentioned the Chairmen of our Standing and Special Committees, not forgetting the timely cooperation we have had from a number of members in assisting us to prevent the passage of unwise legislation in various parts of the country. In this connection, it may be said that within recent months not a few of our members have done splendid personal work at state capitals to guard the interests of the industry by protesting the enactment of bills of a harmful character. In saving themselves, they have also saved us, and we owe to them a debt of gratitude. It is most satisfying to be able to report that so far this year not one single bill has passed Congress or the state legislatures which is detrimental to our interests, although a number have been offered.

Mr. MacNair of SOAP continues to give us his fullest support. The various numbers of his publication show how hard he has striven to bring our Association into greater prominence. His editorials are always to the point and the news items of timely interest. Further than this, Mr. MacNair has been in frequent conference with your officers, and has for some time been working on a plan to bring about a larger degree of cooperation between our industry and those which are closely allied with it. May his enthusiasm never grow less.

The Program

OUR program for this series of meetings is in charge of Mr. Readio, of Providence, R. I. Anyone who has ever served as Chairman of the program committee can appreciate the vast amount of time and thought necessary

(*Continued on Page* 63)

Perfumes for

INSECTICIDES and FLY SPRAYS

OUR laboratories, after conducting a thorough research with the above products, have finally perfected a series of perfume oils which will not only overcome the heavy and pungent odor of the chemical constituents in these two bodies, but will also impart a fragrant note to the finished material.

The minimum cost of these perfume products enables us to offer them at exceedingly attractive figures.

WANGLER-BUDD COMPANY, Inc.
205 West Fourteenth Street New York
(West of 7th Avenue Subway)

Cable Address: Esencias, New York
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O'Brien & Bushnell
304 Pioneer Bldg.

Special
Wm. A. Susanka

Chicago
A. C. Drury & Co.
106 E. Austin Ave.

PARADI

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorbenzene

Specially prepared for

Moth Preventatives
and
Deodorizing Blocks

For Immediate Shipment in
200, 100 or 50 Pound Barrels

Write Us For Prices

HOOKER ELECTRO CHEMICAL CO.

Sales Offices
25 PINE STREET
New York City

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

Member

Works
NIAGARA FALLS
New York

Say you saw it in SOAP!

Fire in the building of the Northwest Chemical & School Supply Co., Spokane, Wash., on April 18, destroyed the building and did altogether $50,000 damage, part of which was covered by insurance.

Hercules Powder Co., Wilmington, Del., are now represented by the Rolls Chemical Co., Buffalo, N. Y. in northwestern New York, Binghamton, Elmira, Hornell, and Jamestown, in addition to the Buffalo territory.

W. Hepburn Chamberlain who has been with the Hooker Electro Chemical Co., New York, for the past eight years in charge of sales of insecticide chemicals, left that company late in April. He has not announced any definite plans for the future.

To guard against a coal shortage as the result of a strike in the soft coal pits, the Monsanto Chemical Works, St. Louis, has already stored over 18,000 tons of coal near one of their plants at Monsanto, Ill.

General Naval Stores Co., Cincinnati, announces that its technical service department in charge of E. V. Romaine has been transferred from Milwaukee to the main office of the company in Cincinnati.

Household insecticides, disinfectants, deodorants, germicides and similar preparations and materials will hereafter be covered separately in a mimeographed export statement to be issued by the Chemical Division of the Department of Commerce. Under statement No. 8303 complete information regarding American exports of these products will be available monthly. Interested parties may subscribe to this service at a cost of one dollar per year.

Pine-tar oil and other pine products have been found to be of use in repelling blowflies from the wounds of animals in a study just completed by the Department of Agriculture. Losses amounting to approximately $4,000,000 occur annually as a result of the attacks of blowflies on livestock. About 350 compounds and mixtures were studied by the Department of Agriculture in order to find appropriate substitutes for the crude carbolic acid remedies now commonly in use. Although the carbolic acid preparations kill the larvæ with which they come in contact they are also held to be poisonous to animals.

Should Bar Term "Antiseptic"

The term "antiseptic" should be stricken from the labels of tooth pastes, soaps, mouth washes, gargles, salves, and similar materials, according to the recommendation of Dr. John Stewart Jamieson, medical officer of the United States Bureau of Chemistry which was adopted in the form of a resolution at the recent New York meeting of the American Drug Manufacturers Association. Declaring that the general public misinterprets the meaning of the term, Dr. Jamieson stated that the term simply means "inhibitory to the increase of germs," but the public has interpreted it to mean "germ killing." Because of this situation, he declared, the manufacturers must alter their labels to conform to the popular interpretation even though they are undoubtedly using the term correctly in its technical sense. His information as to the popular definition of "antiseptic," he pointed out, was based upon a widely circulated questionnaire, and he added that this definition was upheld in a recent decision of the Supreme Court which made the term synonymous with "germicide," "disinfectant" and "prophylactic."

J. L. Hopkins & Co., New York, and the General Compounding Co., Brooklyn, N. Y. have been elected active members of the Insecticide & Disinfectant Manufacturers Association. The following have been added to the associate membership: General Naval Stores Co., Cincinnati; Skinner, Sherman & Esselen, Boston; Pease Laboratories, New York; the Ratin Laboratory, New York; Hercules Powder Co., Wilmington, Del.; Conneaut Can Co., Conneaut, Ohio.

Chlorpicrin, or trichlornitromethane, has a use as an insecticide in mills and households particularly for flour and cereal mills, furniture and general dwelling uses. The chlorpicrin, mixed with an equal volume of carbon tetrachloride, is sprayed in the amount of 2 lbs. of chlorpicrin to every 1,000 feet for furniture; 1.25 lbs. for general house use, and five pounds for mills. Exposure should be six to twelve hours.

Interested persons will be consulted in drafting the regulations for the new federal caustic acids act, according to Dr. P. B. Dunbar, assistant chief of the Bureau of Chemistry. The regulations will not be formulated until late in the summer and cannot be enforced at an early date because Congress failed to provide funds for enforcement.

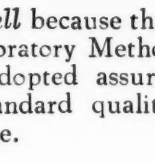
Zef-ir Blocs and Crystals
Zef-ir Blockettes
LIQUA-SAN
Concentrated Liquid
Soaps . . . .
Scrubbing Compounds
Rex Pine Scrub Soap
Rex Crystals
Clogged Drain Opener
Liquid Insecticide
Liquid Waxes

FROM HUNTINGTON LABORATORIES

Laboratory Products

HERE are products that *sell* because they *serve better*. The Laboratory Method of manufacture we have adopted assures absolute uniformity and standard quality, yet our prices are right in line.

You can depend on a good product, good service, right price and fair treatment--plus a product that has genuine salability because of unusual merit. Let us quote on your requirements and send samples.



Wholesale Department

The HUNTINGTON LABORATORIES, Inc.
HUNTINGTON, IND.

Trade Mark

HEX

Reg. U. S. Pat. Off.

TAR ACID OIL

Chilled - Filtered and Pressed - No Sediment

Makes up a milk white emulsion with a good odor.
No waste—cheapest in the long run

TAR PRODUCTS CORPORATION

REFINERS AND MANUFACTURERS
PROVIDENCE, RHODE ISLAND

Office—99 Empire St. Works—East Providence

Say you saw it in SOAP!

Gogarty Joins Fremd Laboratories

B. J. Gogarty, for the past ten years with J. L. Hopkins & Co., New York, the last year and a half as sales manager, severed his connection with that company May 1 to enter business with Charles Fremd in the Charles Fremd Laboratories, Rosebank, Staten Island, N. Y. The Fremd Laboratories manufacture household and agricultural insecticide and fungicide sprays. Charles Fremd has been engaged in the insecticide business for the past twenty-five years. He will continue to operate the manufacturing end of the business. Mr. Gogarty will handle purchases and sales. A downtown New York sales office will be opened in the near future.

Supplies of Creolin Pearson, donated by Merck & Co. for use in disinfecting in regions affected by the Mississippi flood, have been shipped to various points in the flooded areas from Merck warehouses in St. Louis and New Orleans and placed at the disposal of the American Red Cross.

The Program

(From Page 52)

S. Carle Cooling, of Metal Package Corporation, Baltimore, Md., on "Packaging to sell."

H. W. Rubel, of West Disinfectant Company, Chicago, on "The sales resistance we set up for ourselves."

F. J. Pollnow, of Vestal Chemical Company, St. Louis, Mo., on "The branding of Liquor Cresolis Compositus, and the variation in selling prices."

Burton G. Philbrick, of Skinner, Sherman and Esselen, Inc., Boston, Mass., on "The leavening power of science."

D. W. Tannenbaum, of Idico Corporation, New York City, on a subject not yet announced.

J. W. Bailey, of The Tanglefoot Company Grand Rapids, Michigan, on "Effectiveness of winter advertising for the industry."

Evans E. A. Stone, of Standard Oil Company (New Jersey), New York City, on "Possibilities of cooperative advertising and publicity." Mr. Stone will also speak on "Educating the trade to the more effective and intelligent sale of insecticides and disinfectants, the more consistent displaying of our merchandise and the promotion of its sale."

John Powell, of John Powell & Company, New York City, on "How to bring the industry to the more favorable attention of the medical profession, including public health authorities."

J. L. Brenn, of Huntington Laboratories, Huntington, Indiana, on "Employing and handling of salesmen."

Each reason constitutes a real factor influencing the sale of your product—each is an indispensable element to a 100% satisfactory sprayer purchase. Lowell alone offers them all—

1 FINEST QUALITY—For more than a quarter of a century Lowell Sprayers have been the standard of quality.

2 PERFECT EFFICIENCY — Every sprayer made in our plant whether for our own line or one of our many insecticide customers is *double tested* for efficiency and workmanship.

3 LOWEST PRICES—Highly specialized automatic machinery has cut our manufacturing cost to rock bottom. Huge volume production permits a very small margin of profit per sprayer.

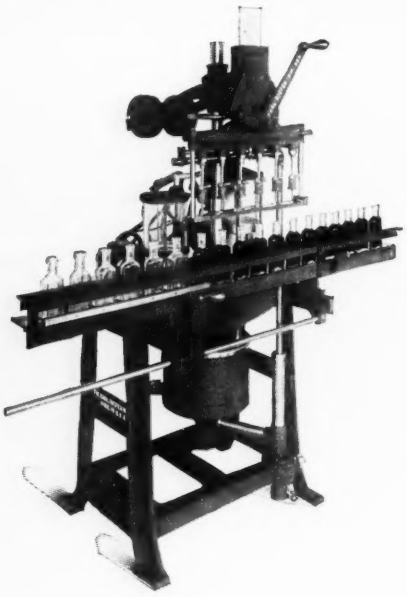
4 ABSOLUTE RELIABILITY IN THE EXECUTION OF SHIPPING ORDERS—Our production is always carefully scheduled so we can make deliveries exactly when stipulated.

5 WELL KNOWN—Lowell Sprayers are advertised to your trade and well known as the finest in sprayers.

DON'T ORDER UNTIL YOU HAVE LOWELL'S PROPOSITION

LOWELL SPECIALTY CO.

LOWELL MICHIGAN



The "Cinati" Filler

Fills light and heavy liquids of all kinds into practically any style or shape of bottle

A SIMPLE vacuum filling machine that does perfect work.

An unskilled, inexperienced girl can be taught in ten minutes to operate this machine successfully.

She can operate it all day without tiring.

Changes from one size bottle to another can be made in three minutes or less.

Changes from one product to another and cleaning of the machine done in five minutes or less.

It bottles your product without drip or spill, mess or waste.

A compact, complete unit—well made, durable, handsome.

No wooden frames or metal trays for holding panel bottles.

Not a cheap angle iron and wood combination with a lot of rubber hose.

Perfect centering of bottles—no jamming or breaking of stems and bottles.

Automatic overflow return system. No glass jars to watch and empty.

Ask for descriptive pamphlet.

The Karl Kiefer Machine Co.
Cincinnati, O.

Trade Mark

PINE-O-DER

Reg. U. S. Pat. Office

THE new PINE OIL DISINFECTANT and deodorant with the pleasant pine odor and a constant coefficient of 4.5 (Hygienic Laboratory Method). Does not lose strength with age like ordinary pine oil disinfectants. Especially treated by a patented process to prevent oxidation and thus retain its original coefficient. Will retain a coefficient of 4.5 indefinitely.

Available in 55 gal. drums, 5 and 10 gal. cans. Sold only in bulk to the trade for distribution and repacking.

Send for a sample and test it yourself.

Haag & Vince

Office—2123 Church Av., Brooklyn, N. Y. Plant—Glendale, L. I.

Phone—Buckminster 7085

Say you saw it in SOAP!

The Secretary's Address

(*From Page 57*)

to an undertaking of this kind, and the uncertainty as to how the various features are going to be received. Perhaps that explains in a measure why the program committee does not serve continuously. Those in charge feel that the honors should be distributed among the members so that no one will feel slighted. If you are pleased with the program and feel, upon leaving, that the convention was instructive and profitable, thanks are due to Mr. Readio and the speakers who have addressed you, as well as to Mr. Bailey and his associates on the Entertainment Committee.

It is impossible, in the time allotted to this report to make personal mention of all those members who have contributed an unusual amount of time, thought and effort to the success of this series of meetings. Suffice it to say that the spirit of cooperation has been more in evidence for this occasion than at any time in the past, and it is hoped you will feel well repaid for your attendance.

The Association Emblem

BRIEF mention is again made of the Association emblem. Many are now using the cut on their stationery, and some are employing it in their advertising. While this cut does not signify that your products have been tested and bear the approval of the Association, its appearance on your letterhead and in advertising does serve to couple up your house with an industry that stands for fair and honest dealing and products of quality. These cuts may be obtained from the Secretary at 75c each and are made available only to members in good standing.

Our Associate members are welcome to this and all meetings. We want them to feel an active interest in all we do, and to make themselves personally acquainted with the men who are the leaders in the industry. Their suggestions for betterment will be gladly received and it is hoped they will enter into the discussions and give us the benefit of their experience in sales and merchandizing. Aside from voting and holding office, they enjoy all the privileges of active membership. In these days of keen competition when costs must be kept at a minimum through the employment of labor saving devices, and when materials must be marketed in attractive packages, our associate members can be of great service, since they cater to our needs in this direction and are prepared to give dependable advice. It is hoped that prior to

INSECT POWCO BRAND POWDER
REG. U.S. PAT. OFF

We handle PYRETHRUM exclusively.
Therefore we are true Specialists.

POWCO BRAND Insect Powder is your assurance of definite and consistent quality. Why take a chance?

JOHN POWELL & CO., INC. 12 WATER ST., NEW YORK

Clamp on any tank

WHY TAKE HOURS WHEN LIGHTNIN

PORTABLE MIXERS

Will Do It in Minutes—Mixes All Fluids, Light or Heavy
BETTER—QUICKER—AND MORE ECONOMICALLY
Thousands in Use in Tank Kettles, Crocks, Vats, Barrels, Jars.
All Sizes and Speeds Up to 10 H. P.
THE WORLD'S MOST ADVANCED STEP IN FLUID MIXING
Write for catalog 39

MIXING EQUIPMENT COMPANY, Inc.
229-233 EAST 38th STREET NEW YORK, N. Y.

SOAP POWDER
IN BULK

Manufacturers of aerated and heavy powder
Supplying jobbing trade only
Packed in barrels and kegs

Write for samples and prices

AMERICAN SOAP POWDER WORKS, INC.
98-104 Van Dyke Street - - Brooklyn, N. Y.

CRESYLIC ACID
All Grades

Cresol U. S. P.

Cresol Compound

Tar Acid Oils

For
Disinfectant Makers
Any Strength
Frozen and Filtered

Coal Tar Products
Nicotine Sulphate

WM. E. JORDAN & BRO.
2590 Atlantic Avenue, Brooklyn, N. Y.
Telephone: Glenmore 7318-7319

INSECT POWDER

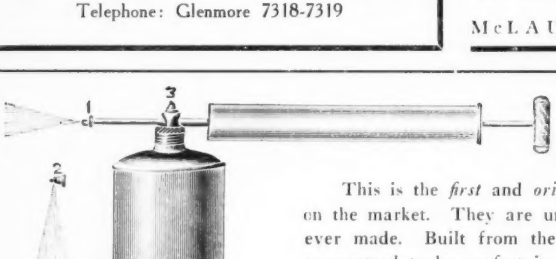
As one of the largest importers of insect flowers, with complete milling equipment, specially designed for manufacturing powder, we are well equipped to serve you.

Only pure, impalpable powder of three varieties — made from half-closed Dalmatian, closed Dalmatian or Japanese flowers — is offered by us. *We do not mix these varieties.*

Insect Flowers

We advise contract purchases—
Write or wire for contract terms and prices

KING & HOWE
"Headquarters for Bulk Buyers"
75 FULTON STREET - NEW YORK
Successors to New York Branch
McLAUGHLIN, GORMLEY, KING CO.



Not like ordinary sprayers

The Robertson Compressed Air Sprayer

This is the *first* and *original* continuous sprayer ever put on the market. They are universally conceded to be the best ever made. Built from the highest quality of material and guaranteed to be perfect in operation and workmanship. All sprayers tested before leaving factory. Prices mailed on request.

Manufactured by

JAECKH MANUFACTURING COMPANY
422 East Eighth St. Cincinnati, Ohio

Say you saw it in SOAP!

the next annual convention some plan may be devised whereby the wares of our associate members can be exhibited to advantage.

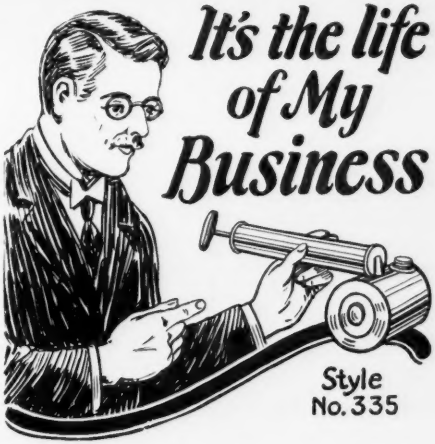
Trade Information

IT IS the hope of your Secretary that in the months to follow a movement might be started which will have as its purpose the greater enlightenment of our members regarding their products and what they will do. Despite the fact that some of us, at least, may consider ourselves experts in this line, it is undeniable that many good intentioned men comprising this industry are as yet uninformed concerning the materials they sell, or how they may best be applied. If the element of guesswork could be eliminated, our troubles with the Insecticide Board at Washington would grow less and we would give our esteemed friend, Dr. Haywood, a chance to catch his breath. The situation with respect to labeling is ever so much better than it was say five years ago, yet much confusion still exists. As an instance, we occasionally receive inquiries from those engaged in the marketing of disinfectants as to what is meant by the word "coefficient".

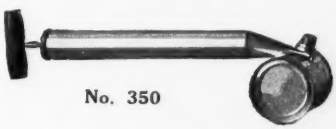
Insecticide makers will ask whether their product will kill moths and certain other insects. Still others, patterning after similar products on the market, will prepare elaborate labels with lavish claims without having made an attempt to satisfy themselves that the material will do all that is claimed for it. Such merchandizing methods invariably end in trouble. The Government maintains, and correctly so we think, that the manufacturer is responsible for what he claims for his product. The manufacturer, feeling that some one or more of the Government bureaus have conducted such research work, should inform him as to what to say and what to omit. It is in this middle ground that error creeps in. Some manufacturers have spent considerable money in testing their materials in a practical way. Substantially nothing, however, has been done along the lines of co-operative research. Unless we know our products as we know ourselves, we cannot command the confidence of the Government, nor the public to whom we sell.

Ignorance or Deception?

THIS constitutes one of the big problems we are called upon to face. If the Association can undertake to disseminate among its members such information as will enable them better to know their products, how they should be used, and what can be safely claimed for them, it will be of immeasurable benefit and go a long way toward establishing a feeling of confidence toward us on the part of scientific



"I spent time, money and effort to perfect my product," says a manufacturer of insecticides, "but a large measure of its success is due to the ACME Sprayer. With a sprayer that always works just right, the consumer uses my product oftener, hence gets better results and buys again and again. The ACME Sprayer makes it easy for them to use my product—makes satisfied customers."



Is Your Product Worthy of a GOOD SPRAYER?

Our capacity, experience and equipment permit us to give you the right kind of sprayer at a favorable price. You can depend on prompt delivery, too. Our factory capacity has recently been doubled by a new addition. If our large line does not contain what you want, we will design a sprayer to your specifications. Every ACME Sprayer is guaranteed.

Write us your requirements
We will submit samples and prices

POTATO IMPLEMENT CO.
Dept. 34
Traverse City, Michigan

World's Largest exclusive manufacturers of hand operated sprayers and planters

TRADE MARK ACME REGISTERED

DISINFECTANT

Member

COAL TAR

Coefficients

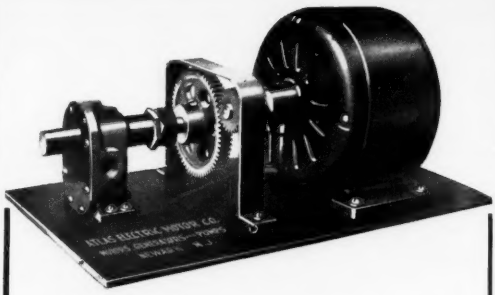
2-3, 5-6, 14-16.

PINE TREE DEODORANT

Pale amber, snow white emulsion with that fragrant delightful odor that will bring you reorders and reorders. It will well pay you to push Pine Tree. Drums or cans shipped under your own label if you want.

CLIFTON CHEMICAL CO.
INCORPORATED
Clifton Bldg.
244 Front Street New York City

We also manufacture Liquid Soap Base, Dispensers and Oil Soap.



PUMPS—
any liquid — *anywhere!*

A sturdy portable pump, suitable for pumping any liquid heavier or lighter than water, anywhere, and built to give years of continuous service.

Now in use pumping various chemicals and chemical products, lubricating oil, hot apple jelly and other widely differing materials. It will handle about seven gallons a minute. Has a ½ inch inlet and outlet and is equipped with a heavy duty standard motor.

Available in either bronze or iron. Write for complete details and a descriptive circular.

We also supply other types of pumps for any and all purposes.

ATLAS MACHINERY CO.
151 MULBERRY ST. NEWARK, N. J.

Standardize on STANDARD
DEODORIZING BLOCK HOLDERS

Made in two sizes—No. 1, 5″ high by 2¾″ wide by 2″ deep and No. 2, 10″ high by 4″ wide by 2¾″ deep—and in four shades of japanned metal—black, blue, battleship grey and yellow.

Both sizes take perfumed crystals as well as blocks. STANDARD holders are strong, durable, neat and easily filled. Quantity production of a standardized article means lower cost to you. Now available in quantities from 100 up. The small holder is specially designed for home use, for show cases, and small lavatories.

Write us for further particulars, samples and prices.

STANDARD PUNCH & DIE WORKS
3 PARK ROW - - - NEW YORK

Say you saw it in SOAP!

bodies and the medical profession. Amazing as it may seem, there are still people in business who sell large naphthalene balls to the housewife for keeping the premises in a healthful condition and driving away disease. Is this ignorance or deliberate deception?

Equally as bad, we think, is the merchant who sells a can of liquid insecticide, with a pint sprayer, to a restaurant keeper for instance, for ridding his place of flies and insects. If the room to be sprayed is large, and most restaurants are, how effective will the spray be unless the spraying device is large enough to meet the requirement? Many a good product is condemned because it is improperly applied. You occasionally hear the comment "Yes I have tried so and so and it is not worth a darn. The flies seem to like it". The chances are that the sprayer was too small for the purpose, yet the spray is never blamed—it is always the product.

These are merely examples of weaknesses in the methods we employ to build a lasting trade. It is thought that many of these shortcomings can be corrected through enlightening the manufacturer and distributor. Some of us, perhaps, feeling confident that we know all there is to be known about our own products, laugh at the mistakes of our competitors, little realizing that every time a blunder is made the industry suffers in reputation. This is intended wholly as constructive criticism, and it is hoped will be accepted as such. The buyer regards the seller as an authority. He has a right to expect that which he is told is true. The Government demands that what we say of our materials shall be true. Therefore if we do not know, is it not better to first find out before going ahead? It is hoped that with the cooperation every member is in position to give we may establish in the Association a clearing house for information which will be for the benefit of our members and enable them to avoid the pitfalls that await the manufacturer who puts his goods on the market first and then wonders whether it will do all he has claimed for it.

In conclusion, your Secretary wishes to thank the officers and committee chairmen, as well as the individual members who have helped him in the work of his office, and to express the hope that you will continue to feel disposed to give of your time and though that the Association in the days to come may be of even greater usefulness.

HARRY W. COLE, SECRETARY

PYRETHRUM

IF *your problem concerns pyrethrum in any form—our analytical and research laboratories are at your service.*

DEPENDABLE - GUARANTEED - SERVICE

Member

by leaders in Pyrethrum Products

for almost half a century

McCORMICK & CO INC BALTIMORE MARYLAND

FLOOR WAX

LIQUID PASTE POWDER

UNDER YOUR OWN LABEL

We print the label

Send for Samples and Quotations

WINDSOR WAX COMPANY

Room 1, Pier 11, North River New York, N. Y.

DIRECT IMPORTERS

Choice Italian Olive Oil Foots
Palm Oil, Lagos & Niger
Palm Kernel Oil
5% Spanish Olive Oil
Peanut Oil
Sesame Oil
Soya Bean Oil
88/92% Caustic Potash

DEALERS

P. S. Y. Cotton Oil
Winter Cotton Oil
Crude Corn Oil
Cocoanut Oil
Tallow
Animal Grease
Red Oil
Stearic Acid

Stocks carried in New York Warehouse

Welch, Holme & Clark Company
563 GREENWICH STREET -:- NEW YORK CITY

Let us show you the advantages in buying
Vegetable Oils and Chemicals
for shipment from Philadelphia

Since 1897 we have been *DIRECT IMPORTERS* of

Choice Green Italian Olive Oil Foots
Palm Oil, Genuine Lagos and Niger
Palm Kernel Oil
Degras (Woolfat)
Caustic Potash, Electrolytic, 90/92% Guaranteed
Carbonate of Potash, Calcined, All Tests
Yellow Pressed Olive Oil Guaranteed Pure
Cresylic Acid, 97/99%

Dealers in

Red Oil (Oleic Acid)
Saponified and distilled
Stearic Acid
Fatty Acids
Peanut Oil
Coconut Oil
Rapeseed Oil

GET OUR PRICES BEFORE BUYING
SPOT — FUTURE — CONTRACT

T. G. COOPER & CO.
47 and 49 North Second Street - - - - Philadelphia Pa.

Say you saw it in SOAP!

Market Report on

TALLOW, GREASES AND OILS

(*As of May 6, 1927*)

Buyers of vegetable oils, greases and allied materials have been considerably more active, in the past week, than at any time in the last month or six weeks and prices have consequently been moved up a notch or two in the case of many of the materials covered by this report. Strength in cottonseed oil, following the flooding of thousands of acres of cotton lands in the Mississippi River valley, aided in bolstering the entire list. Cottonseed oil is substantially higher than at this time a month ago and tallow, palm oil, coconut oil, and other lesser important soap materials are also up. Olive oil foots continued to ease off. Palm kernel prices were lowered slightly to enable sellers to meet the weakening competition of other oils which have hitherto been so far under palm kernel that competition has been made virtually impossible.

Cottonseed Oil

With acres of cotton land under water, as various rivers in the South overflowed their banks, considerable more activity has been seen in the local cottonseed oil market. Coupled with this has been a general improvement in the entire list of oils and greases, leaving prices materially higher than at this time last month. The period has developed a half cent advance in crude oil, 8c a pound being the low quantity price at this time. P. S. Y. oil is at 9¼c.

Tallow

Consumers have shown more activity in the past week than in the entire preceding four weeks and prices have accordingly been advanced to an inside of 7¾c a pound, f.o.b. works, for City extra grade. A large soaper entered the market early this week and cleaned out most of the available material.

Coconut Oil

Better demand, coupled with increasing firmness in producing quarters, is responsible for the quarter cent advance in this item. At the Coast, bulk oil is available at 8¼c, with spot goods, in quantity, at 8⅝c. Barrels, spot, are quoted upward from 9¾c, as to quantity.

Olive Oil Foots

Sales have been made frequently and in quantity up until this week when buyers turned most of their interest toward other oils leaving foots out of the limelight. The situation has continued to soften and the past month has seen another decline. Shippers are evidently more interested in moving their stocks than they were two or three months back. Spot material is offered inside at 9⅜c a pound. Oil for April-June shipment is named generally at 9⅛c.

Olive Oil

Continues in small supply and high at from $1.70 to $1.80 a gallon, both spot and future. The trade looks for no radical change, at least in the immediate future.

Palm Oil

Spot stocks are down to a minimum and in consequence prices are firm and higher. Lagos is selling on spot at from 8¼c to 8½c, according to seller, with Niger oil inside at 7½c on spot. Shipment Niger is offered at 7¼c. Lagos futures range from 7½c to 7⅝c. Consumers are showing additional interest in this item but are not as active as in other and related products.

Palm Kernel

With competing oils and fats moving upward, a small reduction in the price of palm kernel oil has started some business in this line for the first time in several months. Sellers are offering casks at from 8⅝c to 8¾c, to arrive. Not much material is available on spot.

Greases

Higher tallow prices have added strength to this market. If the new level holds for any length of time revisions will doubtless be in order in this list as in other animal products. Changes from last month's figures have not yet been made, however, white grease ranging from 7½c to 10c and yellow and house greases being at 6¾c.

Stearic Acid

No change has been announced in the openly quoted prices for stearic acid, but there has been considerable competition for existing busi-

FREY & HORGAN

25 BEAVER STREET - - - - - - - - - - NEW YORK

Telephones - Hanover 5527-28-29 Cable Address "Freyhorgan"

Vegetable Oils - Tallow - Greases

Coconut Oil *Olive Oil* *Oleo Stearine*

Palm Kernel Oil *Olive Oil Foots* *Oleo Oil*

Buy your private label soaps of every description from a thoroughly reliable house. Any of these products will serve you satisfactorily.

Liquid Soap Base

Liquid Soap

Toilet Soap

Potash Soaps

Hard and Soft

Bar Soaps **Soda Soaps**

Scrubbing Compounds

Any Odor

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We have just been appointed Sole Eastern Sales Agents for the

ARMSTRONG PACKING CO.

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65% Boiled Down Cottonseed Soap-stock

Send us your inquiries for anything from a barrel to carloads —A light color, uniform, high grade Soap-stock guaranteed.

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Castor Oil

Coconut Oil **Peanut Oil**
Olive Oil **Corn Oil**
Palm Kernel Oil **and Fatty Acids**

Buy **VEGETABLE OILS and FATTY ACIDS**

direct from the Manufacturer

Corn, Coconut, Cottonseed, Palm Kernel and Peanut Oils

ALSO THEIR FATTY ACIDS

Sold in Barrels and Drums *Write for samples and prices*

C. F. SIMONIN'S SONS, INC.

Manufacturers and Refiners Since 1876

TIOGA & BELGRADE STREETS — PHILADELPHIA

Say you saw it in SOAP!

ness and the probability is that these figures have been shaded in various instances. Double pressed goods are named from 11½c in carlots to 11¾c and 12c in less than carloads. Triple pressed goods are one cent higher.

Oil Trades Association of New York will hold its annual outing at Briarcliff Lodge, June 9. Golf will provide the main diversion of the day, but other games will be organized for non-golfers. The Philadelphia Oil Trades Association has scheduled its annual golf tournament for May 19, at the St. David's Golf Club. Members of the New York organization are cordially invited to be on hand and will be eligible to compete for all prizes. Complete details may be obtained from A. J. Squier, 250 Front St., New York.

Fibre and Corrugated Cases

(*From Page* 27)

make up the difference because of the more bulky nature of most of the goods when packed for shipment. In short, there is less actual merchandise per case than in the instance of soaps, thus requiring more cases. Take the example of a tooth paste. It is packed first in a tube, then in a carton, and then frequently in cartons of a dozen, and finally in a corrugated box. The same is true of shaving creams. Where bottles are used, the packing is of necessity even more elaborate. Of course, all this is an old story to manufacturers who are doing the packing, but it goes to show the extent of box consumption made necessary by modern packaging.

Another interesting side light on the packing of soaps and allied products for shipment, is the use of fibre and corrugated cases for bulk goods such as some powdered soaps, and products of a light nature like aluminum, zinc and magnesium stearates, and for insect powder, and fluoride powders. This reflects a pronounced trend away from wood containers, especially wood barrels because of their greater cost and weight. This is also noteworthy in the case of ordinary bulk soap shipments for laundry, textile mill, and similar uses. Bags are making rapid inroads here on the wooden barrel. They cost less and are easier to handle and store when empty. When it is considered that the bulk soap sales, not including powders and cleaning compounds, annually amount to close to 150,000,000 pounds and that they are

(*Continued on Page* 87)

TWITCHELL

Liquid Kontakt
for
High Grade
Fats

Kontakt D. P.
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Low Grade
Fats

THE TWITCHELL PROCESS COMPANY
CINCINNATI OHIO

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IMMEDIATE SHIPMENTS — ANY QUANTITY

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Distillers of Essential Oils and Manufacturers of Perfumery Products

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

For your own protection, insist on Original Cans and Cases

PACKED IN 100-LB. CASES—EACH CASE CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

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Say you saw it in SOAP!

Market Report on

ESSENTIAL OILS AND AROMATICS

(*As of May 7, 1927*)

COMPETITION has appeared to dominate the essential oil market thus far in May. Buyers have taken advantage of the keenness of competition to secure a number of concessions from market levels, according to reports in the trade. Taken as a whole, however, essential oil prices have not shown any material change. What should be bullish influences have not had as great an effect as might be expected owing to the press for business by dealers. General bulk of oils moving into consumption is fairly large, but prices do not appear satisfactory to importers.

Oil Anise

The expected advance in anise did not materialize. Demand in this market has been slow and prices, as a consequence, have marked time. U. S. P. oil was held at 60c lb. at the close and technical at 58c spot.

Oil Bergamot

Easier prices have developed during the period. Standard brands were openly named at $6.00 lb. at the close with demand reported limited. The influence of higher prices in Sicily for shipment were ignored in this market.

Oil Cassia

The same is true of cassia as been the case with anise. The Chinese trouble have had little or no effect on the spot price. Demand has been slow for anything but routine quantities. The position is not as firm as it was a month ago. U. S. P. oil was held at $1.95 at the close with technical oil at $1.70 lb.

Oil Cedar

Cedarleaf oil definitely settled down at $1.15 lb. spot during the month. Most holders were naming $1.25 a month ago. Stocks are not large, but demand is likewise quiet. Oil cedarwood has been dull with demand rather smaller. The price was slightly lower than a month ago at 30c to 35c lb.

Oil Citronella

Although the long period of price shading in citronella oils came to a close a month ago with a reported firmer position, the demand has not been very active since that time. Ceylon oil as to quality, quantity and seller has ranged from 33c lb. up to 35c spot drums. Java oil has remained dull with little demand at 50c to 55c lb. drums spot.

Oil Cloves

Competition has been active during the month in a market where demand has not been for round quantities. Prices showed a tendency to ease off in spite of no change in the spice position. Closed the period lower at $1.35 to $1.45 lb.

Oil Geranium

There has been no change in the geranium position on spot. Stocks of oils are ample and prices for Bourbon or African are held at $2.75 to $3.00 lb. as to quantity and seller, in drums spot. It is likely that production as has been seen during the past year or two will not be duplicated again for some time. Producing regions have apparently learned their lesson this year.

Oil Lavender

Lavender shows no material change. Prices have been held at levels previously noted. Cheap grade oils could possibly be bought at shaded prices during the period, but standard material ranged from $3.50 up to $4.75 lb. as to seller and quality.

Oil Lemongrass

Demand has been slow and the price has eased off slightly during the period. Sellers are quoting spot at 90c lb. to $1.00 in drums as to quantity.

Oil Petit Grain

Consumers are not showing a great deal of interest in petit grain. Primary markets report an easier position although on spot, prices remain unchanged at $1.60 to $1.75 lb.

Oil Peppermint

Further drop in peppermint prices during the month brought spot natural oil in cans at the close down to $3.50 to $3.60 lb. U. S. P. material was held at $3.75 to $4.00 lb. Demand has been slow and offerings fairly large from primary markets. Spearmint closed at $3.75 lb.

Menthol

Closed slightly lower at $4.25 lb. spot cases with less at $4.50.

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GROUND — LIQUID

Soda Ash

LIGHT —
DENSE

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GRASSELLI GRADE

A Standard Held High for 88 Years

Say you saw it in SOAP!

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of May 7, 1927.*)

THERE has been a steady business in chemicals and allied products during the past month. Prices have been well supported owing to the generally substantial nature of demands. Contract shipments of alkalies held at high levels, there being no let up in the heavy consumption reported during the past few months. Rosins have shown little net change this month. Stronger positions in coal-tar products have been noted particularly cresylic acid and creosote oils. Caustic potash is firm at last month's advance.

Alkalies

Most of the business in alkalies during the past month has been on contract shipments. These have continued heavy and up to the quantities reported for previous months this year. Increased production by a southern manufacturer of electrolytic caustic is all to go into one consuming channel, according to reports, the manufacture of ethylene glycol and its derivatives. Contract prices for standard alkalies remain unchanged as per schedule at $3.00 for caustic and $1.57½ for light ash in barrels.

Glycerin

There has been no change in the prices for glycerin during the month and demand has been of a more or less routine nature. Dynamite demand has been slow. The price has held at 24c unchanged. Chemically pure has been dull also at 26c to 26½c lb. Saponification 88% was quoted at 18¼c to 18½c at the close with soap lye, 80% basis, 16¼c to 16½c lb. Stocks of crude in all quarters are reported below normal, but this influence is without effect owing to retarded demand.

Rosins

Offerings of lighter grades of rosin at shipping centers were light the early part of this month. Demand for all grades was of a hand to mouth nature. Prices compared with those of a month ago were slightly higher for the dark grades and 50c to $1.00 lower for the pale grades. Weather conditions generally over the period have remained favorable for good rosin production. Receipts of darker grades have been particularly free at Savannah and Jacksonville. Prices for spot New York rosin were as folllows at the close: B, $9.75; F, $10.50; K, $10.90; N, $11.25; WG, $12.75; WW, $15.25 bbl.

Coal Tar Products

Both cresylic acid and creosote oil have displayed strength during the past month. Cresylic acid prices were moved up owing to active demand and none too free supplies. Now quoted at 66c to 69c gal. for pale, 97-99 acid; dark 95-97 was quoted at 64c to 68c gal. spot. Replacement cost for import is higher. Creosote oil has been in active demand at 15c to 17c gal. at works. Tar acid oils held quietly at 26c to 30c gal. as to grade. Phenol showed an easier trend during the period. Cresol was in the same position with available supplies limited. Naphthalene was active at 5c lb. for flake and 6c for balls. Demand for paradichlorbenzene has continued to expand with prices firm.

Caustic Potash

No change has been noted following the increase in prices effective April 1. Demand has again become very active with importers taking most of the new business owing to the reported sold-up condition of the American maker's plant. Prices remain at 7½c to 8c lb. spot from importers with the maker here nominally the same.

Trisodium Phosphate

Active demand for both spot and contract material has been in evidence during the month. Makers are taking care of all business at unchanged prices, 4c lb. for cars ranging up to 5c for lesser lots in barrels.

Miscellaneous Products

The financial depression in Japan has weakened the position of insect flowers there, but no material effect has been noted here as yet. Pure powder still ranges from 24c up to 28c lb. as to seller and quantity. Formaldehyde holds very firm with makers keeping close to capacity. Prices are strong at 11½c lb. up as to quantity. Sharp advances in alcohol prices have taken place owing to cut in production in the flooded districts down South.

Rohm & Haas Co., Philadelphia chemical manufacturers, have moved to 222 West Washington Square.

TRI-SODIUM PHOSPHATE

The uniformly high quality of the General Chemical Company's output of Tri-Sodium Phosphate justifies its adoption as standard by discriminating buyers.

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Take Advantage of Diamond's Quick Delivery Service

QUICK deliveries of large or small orders of Diamond Caustic Soda or Soda Ash are assured to every Soap Manufacturer. The complete Diamond Plants at Painesville, Ohio, and the nationwide warehouse stocks available in every large industrial center, insure unsurpassed delivery service to every alkali user in the United States.

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58% Soda Ash 76% Caustic Soda Modified Soda
Special Alkalies Bicarbonate of Soda

There are Diamond Stocks in Your Vicinity

Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09	.10
Cresylic, 95%, dk., drums	gal.	.64	.68
97-99%, pale, drums	gal.	.66	.69
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.12	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.19	.22
Alcohol, Ethyl, U. S. P., bbls.	gal.	3.90	4.00
Complete Denat., No. 5, drums ext.	gal.	.40	.42
Ammonia Water, 26 deg., drums wks.	lb.	.03	.04
18 deg., drums wks.	lb.	.02½	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.85	.90
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., kgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Creosote, U. S. P., carbys.	lb.	.42	.45
Creosote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	lb.	.11½	.12
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.26	.27
Dynamite, drums	lb.	.24	.25
Saponification, tanks	lb.	.18½	.19
Soap, Lye, tanks	lb.	.16½	.17
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.25	4.50
Synthetic	lb.	3.75	4.00
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.05	.06
Nitrobenzene (Myrbane), drums	lb.	.09	.12
Paraffin, cases, slabs	lb.	.06½	.07
Paradichlorobenzene, bbls.	lb.	.18	.20
Paraformaldehyde, cases	lb.	.50	.60
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.17	.20
Pine Oil, bbls.	gal.	.72	.73
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb. bbl.	bbl.	9.75	10.75
Grade K to N	bbl.	10.90	11.25
Grade WG and WW	bbl.	12.75	15.25
Wood, works	bbl.	—	8.25
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	100 lb.	2.29	2.50
Soda Caustic, Contract, wks. sld.	100 lb.	3.00	3.20
Five drums up, solid, local	100 lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.10	.11
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls. (Trisodium phosphate)	lb.	.04½	.05
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.21	.23

Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.14¼	.14½
No. 3, bbls.	lb.	.13¼	.13½
Blown, bbls.	lb.	—	.17¼
Coconut, bbls., N. Y.	lb.	—	.09¾
Tanks, Coast	lb.	—	.08¼
Cod, Newfoundland, bbls.	gal.	.63	.65
Tanks, N. Y.	gal.	.61	.63
Copra, bags, Coast	lb.	—	.05
Corn, ref., bbls., N. Y.	lb.	—	.11
Crude, tanks mills	lb.	.07½	.08
Bbls., N. Y.	lb.	—	.09¾
Cottonseed, crude, tanks mill	lb.	—	.08
PSY., bbls., N. Y.	lb.	.09½	.10
Degras, Amer., bbls., N. Y.	lb.	.04¾	.05
English, light, bbls., N. Y.	lb.	.05½	.06
Brown, bbls., N. Y.	lb.	.05	.05¼
Light brown, bbls., N. Y.	lb.	.04¼	.04¾
Dark, bbls., N. Y.	lb.	.04	.04¼
Neutral, bbls., N. Y.	lb.	.08½	.09
Greases, choice white, bbls., N. Y.	lb.	.07½	.10
Yellow	lb.	—	.06⅞
Brown	lb.	—	.06¼
House	lb.	—	.06¾
Bone Naptha	lb.	—	.06¾
Lard, prime steam, tierces	lb.	—	.13
Compound, tierces	lb.	—	.11
Lard Oil, edible prime	lb.	—	.15
Off prime, bbls.	lb.	—	.13½
Extra, bbls.	lb.	—	.12¼
Extra, No. 1, bbls.	lb.	—	.11
No. 2, bbls.	lb.	—	.10¼
Linseed, raw, bbls., spot	lb.	.10⅞	.11½
Tanks, raw	lb.	—	.10⅜
Boiled, 5 bbl. lots	lb.	—	.11⅞
Menhaden, Crude, tanks, Balt.	gal.	—	.47½
Light pressed, bbls.	lb.	.60	.62
Yellow, bleached, bbls.	gal.	.63	.65
Extra bleached, bbls.	gal.	.65	.67
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.12
No. 2, bbls., N. Y.	lb.	—	.11
No. 3, bbls., N. Y.	lb.	—	.10½
Olive, denatured, bbls., N. Y.	gal.	1.70	1.80
Edible, bbls., N. Y.	gal.	2.00	2.30
Foots, bbls., N. Y.	lb.	—	.09⅜
Shipments	lb.	—	.09⅛
Palm, Lagos, casks, spot	lb.	.08¼	.08½
Shipments	lb.	—	.07½
Niger, casks, spot	lb.	—	.07½
Shipments	lb.	—	.07¼
Palm Kernel, casks shipment	lb.	—	.08⅝
Peanut, refined, bbls., N. Y.	lb.	.14½	.16
Crude, bbls., N. Y.	lb.	—	.11
Red Oil, distilled, bbls.	lb.	—	.09½
Saponified, bbls.	lb.	.09¾	.10
Tanks	lb.	—	.09
Soya Bean, crude, tks., Pacific Coast—	lb.	—	.10
Crude, tanks, N. Y.	lb.	—	.11¾
Crude, bbls., N. Y.	lb.	—	.12¼
Refined, bbls., N. Y.	lb.	—	.14
Stearic Acid, s. p. 200 lb. bags	lb.	—	.11½
Double Pressed	lb.	.11½	.12
Triple pressed, bgs.	lb.	.13½	.14
Stearine oleo, bbls.	lb.	.09⅞	.09½
Tallow, edible tierces	lb.	—	.08¾
City, extra loose	lb.	—	.07¾
Talow oils, acidless, tanks, N. Y.	lb.	—	.10½
Bbls., c/l, N. Y.	lb.	—	.11½
Whale, nat. winter, bbls., N. Y.	gal.	—	.78
Blchd., winter, bbls., N. Y.	gal.	—	.80
Extra blchd., bbls., N. Y.	gal.	—	.82

"SOAPOL"

Perfume Oils — for Laundry, Liquid, Hand and Household Soaps and for Deodorizing Blocks, Fly Sprays, Theatre Sprays, etc.

AN EVEN dozen perfume compounds make up the "SOAPOL" group of perfuming oils. In price, they range from 30 cents to $2.65 a lb. with special discounts for quantity or contract orders.

They are made especially for use in the lower priced soaps and in deodorizing blocks, disinfectants, sprays and similar products. Each oil has been actually used under a number of varying conditions and the entire group has been proved satisfactory.

When writing for special perfume oils tell us in what quantities you might use these perfumes and give us an idea of the price you are in position to pay. This will facilitate our handling of your inquiry.

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CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P.	lb.	2.90	3.50
Bitter, F. F. P. A.	lb.	3.00	3.75
Sweet, cans	lb.	.85	.95
Apricot, Kernel, cans	lb.	.60	.62
Anise, Tech., cans	lb.	.58	.60
U. S. P., cans	lb.	.60	.65
Bay, tins	lb.	1.85	1.95
Bergamot, coppers	lb.	6.00	6.50
Artificial, cans	lb.	2.50	3.50
Birch Tar, rect., bot.	lb.	.55	.60
Crude, tins	lb.	.18	.20
Boise de Rose, tins	lb.	2.10	2.50
Cade, cans	lb.	.27	.29
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.75	4.00
Camphor, Sassy, drums	lb.	—	.14½
White, drums	lb.	.11½	.12
Cananga, native, tins	lb.	—	4.50
Rectified, tins	lb.	—	5.00
Caraway Seed	lb.	1.65	1.75
Cassia, 80-85%	lb.	1.70	1.80
Redistilled, U. S. P., cans	lb.	1.95	2.10
Cedar Leaf, tins	lb.	1.15	1.20
Cedar Wood, light, drums	lb.	.30	.32
Citronella, Ceylon, drums	lb.	.33	.37
Java, drums	lb.	.50	.55
Cloves, U. S. P., cans	lb.	1.35	1.50
Copaiba	lb.	1.10	1.15
Eucalyptus, Austl., U. S. P., cans	lb.	.55	.56
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	2.75	3.00
Bourbon, tins	lb.	2.75	3.00
Hemlock, tins	lb.	.90	1.00
Lavender, U. S. P., tins	lb.	3.50	4.50
Spike, Spanish, cans	lb.	1.00	1.30
Lemon, Ital., U S. P.	lb.	2.50	2.80
Lemongrass, native, cans	lb.	.90	1.00
Linaloe, Mex., cases	lb.	2.25	2.40
Neroli, Bigarde, ½ & 1 lb. bot.	lb.	75.00	100.00
Petale, 1 lb. bot.	lb.	100.00	125.00
Artificial, 1 lb. bot.	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, bitter, tins	lb.	2.70	2.90
Sweet, W. Ind., tins	lb.	2.50	2.60
Italian, cop.	lb.	2.75	3.00
Distilled	lb.	1.70	1.80
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	7.00	7.50
Pennyroyal, dom.	lb.	1.90	2.00
Imported	lb.	1.60	1.70
Peppermint, nat. cases	lb.	3.50	3.75
Redis., U. S. P., cases	lb.	3.75	4.00
Petit Grain, S. A., tins	lb.	1.60	1.70
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.00	9.50
Bulgarian	oz.	9.50	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.48	.55
Tech., lb. tins	lb.	.34	.40
Sandalwood, E. Ind., U. S. P.	lb.	7.00	7.25
W. Indian (Amayris)	lb.	1.80	2.00
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.27	.28
Spearmint, U. S. P.	lb.	3.75	4.00
Spruce	lb.	.90	1.00
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.65	.70
Vetivert, Bourbon	lb.	12.00	15.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	6.00	8.00

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.00	1.25
Citral	lb.	2.75	3.00
Citronellal		2.50	3.00
Eucalyptol, U. S. P.	lb.	.90	.95
Eugenol, U. S. P.		2.75	3.00
Geraniol, Domestic	lb.	2.25	3.50
Imported	lb.	2.50	3.75
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	4.50	6.50
Rhodinol	lb.	16.00	20.00
Safrol	lb.	.29	.31
Thymol, U. S. P.	lb.	2.90	3.00

SYNTHETICS

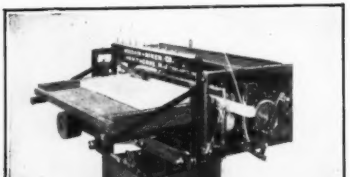
Acetophenone, C. P.	lb.	3.50	3.75
Benzaldehyde, tech.	lb.	.70	.75
Benzyl Acetate	lb.	1.35	1.50
Alcohol	lb.	1.45	1.50
Benzoate	lb.	1.10	1.25
Citronellol	lb.	5.00	8.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	1.00	1.25
Geranyl Acetate	lb.	4.50	5.00
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	6.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	3.75	4.00
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.50	3.25
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.47	.50
Mirbane, rect.	lb.	.11	.15
Musk Ambrette	lb.	7.00	8.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.75	3.25
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.	lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs.	lb.	.35	.38
Cans	lb.	.37	.40
Vanillin, U. S. P.	lb.	7.00	7.50
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.24	.28
Concentrated Extract	gal.	2.00	2.10
Gums—			
Arabic, Amb. Sts.	lb.	.11	.13
White, powdered	lb.	.19	.20
Karaya	lb.	.10	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.25	.27
Bees, white	lb.	.55	.60
African, bgs.	lb.	.39	.40
Refined, yel.	lb.	.45	.46
Candelilla, bgs.	lb.	.35	.37
Carnauba, No. 1	lb.	—	.75
No. 2, Yel.	lb.	.48	.50
No. 3, Chalky	lb.	.30	.35
Japan, cases	lb.	.19	.20
Paraffin, ref. 125-130	lb.	.06½	.07
Pine Oil, stm. dist.	gal.	.72	.75
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

A new automatic Cutting Machine

for TOILET SOAPS



This new machine, long needed in the soap industry, automatically cuts soap into bars as it comes from the plodder, then into cakes and then pushes the cakes on to a rack or traveling belt to be taken to the press. Its speed is governed by the plodder's output.

The machine is simple in design and is easily adjusted to handle various size bars. It will cut any size cake from 1 ounce to 6 ounces. Houchin-Aiken quality, built into this equipment, means that it will *last.*

It will pay you to install this new machine, through the saving of the wages of at least one operator and through the increased capacity which it will give your milling plant.

You will be interested in having complete information about this absolutely new automatic cutter. Write to us.

HOUCHIN-AIKEN COMPANY - HAWTHORNE, N. J.

Makers of All Kinds and Types of

SOAP MACHINERY

NIAGARA ALKALI CO. EBG

When better soap is made

CAUSTIC POTASH
(Flaked, solid or liquid)

CAUSTIC SODA
(Flaked, solid or liquid)

PARADICHLOROBENZENE

Associated with Electro Bleaching Gas Company
Pioneer Manufacturer of Liquid Chlorine

NIAGARA ALKALI COMPANY
9 EAST 41ST ST NEW YORK CITY
PLANT: *Niagara Falls, N.Y.*

Joseph Turner & Co.
Sales Agents for Caustic Soda and Bleach
19 Cedar St.
New York

Say you saw it in SOAP!

Chemistry of Soapmaking

(*From Page 23*)

made by dropping an alcoholic solution of phenolphthalein onto a freshly cut surface of the soap. A pink coloration indicates the presence of free alkali hydroxide if the soap be dried out, but also of free alkalinity as carbonate, borate, trisodium phosphate, or silicate, if the soap be moist.

Degree of Soap Hydrolysis

IF manufacturers wish properly to handle the specialty business they will have to learn more about the alkalinity formed on dissociation. This can not be measured sufficiently by means of litmus paper and phenolphthalein. The desired measurements are made by a special series of dyes which by their changes in color and shade enable one to note the degree of intensity of the hyrogen or hydroxyl ions. This is ordinarily called *pH*. The writer realizes that soap makers are not usually chemists, themselves, and may not even employ chemists regularly, but that does not prevent soap makers from making these tests, especially as they can be made so simple as to application.

On this hydrogen ion (pH) scale 7.0 is taken as neutrality. A perfectly neutral soap when dry will dissociate frequently until it shows a pH of 10.0 or more. This is too high for many textile and other purposes, and if soap makers will either give a little study to this subject, or let the chemist supply them with a formula to work upon, the progressive manufacturer will secure a satisfactory sales position.

I find it best to prepare special mixtures of the colors (dyes) used in this hydrogen (or hydroxyl) ion measurement which have their important color changes at pre-determined points that are to be used for control. For instance, as a control for silk softening, one that changes at about 8.5; for automobile washing, 7.5 to 8.0; for shaving soap, say 9.0. When a manufacturer finds what he wants from his own discovery, from customers, or his chemist, he can have a control test solution that will enable him always to secure the desired intensity with his soap when dissolved in water to the extent which should happen in practice.

Chemistry of Special Soaps

FLOATING SOAPS—Ordinary milling soaps must be used as the basis, the melted soap being run at 170°F. (77°C.) to 180°F. (82°C.) direct from the soap pan into the aerating crutcher, and is there carefully neutralized, perfumed and aerated. The stock from which the soap is made consists of white

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THREE—PROCESS BOXES

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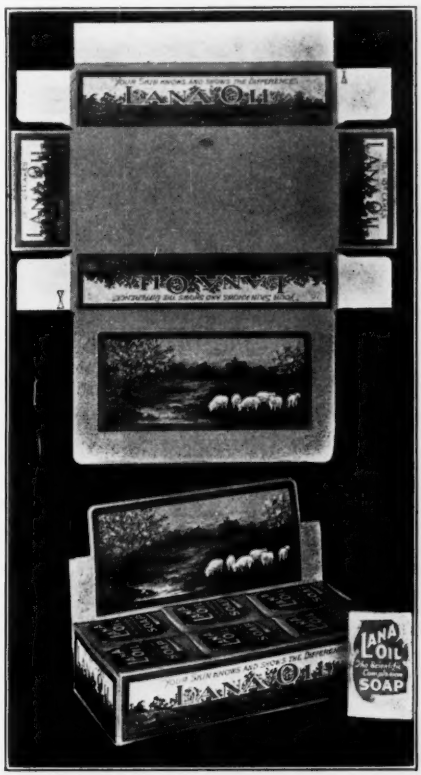
are selling goods!



They are simpler and stronger than other counter displays—therefore they are *more efficient.* They require less material and labor—therefore they are *more economical.* There is no string to this proposition. *Any* first class carton maker can supply the flat blanks. We sell the machine—*outright*—which automatically feeds and sets up the packages where and when wanted. Many of these machines have been in successful operation for 25 years.

Send for operating and maintenance costs.

NATIONAL PACKAGING MACHINERY CO.
192 Green Street, Jamaica Plain
Boston, Mass.

On drying Soap

NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE **MASSACHUSETTS**

ITALIAN PUMICE STONE

is the best abrasive for Soaps, Scouring Powders and Mechanics' Soaps

WE GUARANTEE A CLEAN PRODUCT, FREE FROM ANY BLACK SPECKS, EVENLY BOLTED AND 99% PUMICE

Let us quote you on your requirements

NATIONAL PUMICE STONE CO., INC.

242 Water Street **New York**

"The ONLY concern in the U. S. specializing ONLY in Pumice Stone"

Say you saw it in SOAP!

tallow (either bleached, or, if unbleached, at least of edible quality) mixed usuallly with 20-25 per cent of Ceylon coconut oil or bleached copra oil. (10-30 per cent coconut oil is the extreme limit of use.)

If tallow is used alone a firm, slow-forming lather is produced, whereas the coconut oil produces a rapid, thin, lather, and causes the mixed stock to produce a quick and profuse lather. It also imparts fluidity to the liquid soap, brightens its color, and helps to preserve it. By substituting a well-refined cotton-seed oil, or oleo oil for part of the tallow, a softness or mildness is produced in the resulting soap similar to that of olive-oil soap. It is essential that the oils used should be very thoroughly saponified, otherwise a rancidity develops in the finished soap.

Transparent Soaps.—The processes in use for making cold process transparent soaps may be classified according to the nature of the ingredients used for imparting transparency to the soap, thus:—(1) Soaps made with castor oil and sugar. (2) Soaps made with castor oil, sugar, and alcohol. (3) Soaps made with castor oil, sugar and glycerin. (4) Soaps made with alcohol and glycerine. (5) Soaps made with sugar and petroleum. (6) Miscellaneous recipes.

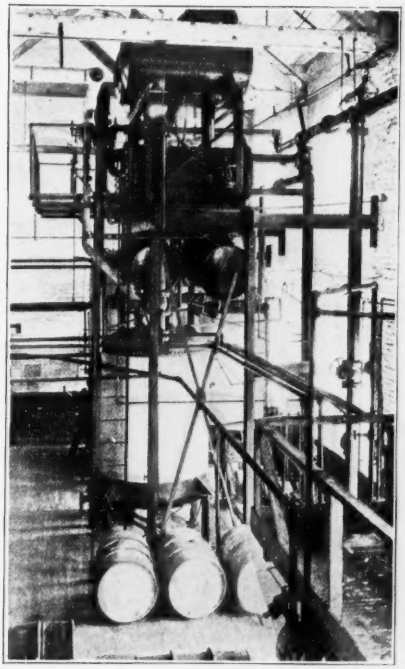
(1) *Cold Process Transparent Soap made with Castor Oil and Cane Sugar, but no Alcohol and no Glycerin.*

The following are typical formulae:—

MATERIALS	No. 1 Lbs.	No. 2 Lbs.	No. 3 Lbs.
Cochin Coconut Oil	130	157	124
Edible Tallow ..	146	127	143
Castor Oil	180	161	179
Caustic Lye ...	260 (34.5° Be.)	229 (38° Be.)	267 (35° Be.)
Sugar Dissolved in Water	130	127	120
Sugar Dissolved in Soda-ash solution (36°Be.)	130	136	120
	24	63	47
	1,000	1,000	1,000

Procedure:—Melt together the weighed quantities of tallow and oils, settle, to free from impurities, and carefully strain into a steam-jacketed crutcher and adjust the temperature to 130°F. (54.4°C.). The caustic soda lye should be prepared from high grade commercial caustic, and be carefully settled after being made up to the requisite density (usually 38° Be.—71.4° Tw.). It is run in at the temperature of the room, the agitating gear being set in motion meanwhile, and the whole thoroughly mixed according to the usual procedure of making cold process soap.

The mixing is now stopped, the crutcher is covered over (to retain heat), and the whole allowed to stand from one and a half hours; spontaneous saponification proceeds, and the



Garrigue Glycerine Refining Plant

SIMPLICITY and economy in operation of the GARRIGUE Glycerine Refining Plant are obtained by the use of the "double effect" and "heat regenerator" principles whereby the injection steam for the still is supplied by the evaporation of the sweetwater and is superheated by the outgoing glycerine and water vapors from the still. The glycerine and water vapors are then fractionally condensed in a series of condensers.

These features are fully covered by our patent and any infringements thereof will not be permitted.

WM. GARRIGUE & CO., Inc.

Chemical Engineers

9 So. Clinton Street Chicago

THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA

Chemicals and Soapmakers' Supplies

CRUDE AND REFINED GLYCERINE
OLIVE OIL FOOTS — CAUSTIC POTASH
EMPTY DRUMS — OLIVE OIL
FATS, GREASES AND OILS

PARSONS & PETIT

ESTABLISHED 1857

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Distributors for
DIAMOND ALKALI CO.
Caustic Soda Soda Ash

Agents for
EMIL FOG & FIGLI
MESSINA ITALY
Essential Oils

temperature of the whole increases often to 185° F. and more. The development of heat should be carefully followed by means of a thermometer, which rises steadily to a certain point, and then become stationary, after which a slow decline in temperature begins.

If, after mixing in the caustic soda, the saponification is retarded, steam must be admitted to the jacket, and crutching continued vigorously until saponification begins, when steam is shut off, and the whole allowed to stand. Meanwhile, the cane sugar is dissolved in the amount of water indicated in the formula, the water usually being warmed to 170° F. (77° C.). The sodium carbonate solution is usually added at this stage. The water used for the sugar solution must be soft, as hard water produces opaque streaks of lime soap. I might say here that it would seem well to me for soap makers to look into the softening of all water used in soap making, if they have not done so already. Lime and magnesia in the water not only use up soap stock, but add to the deposits that have to be settled out.

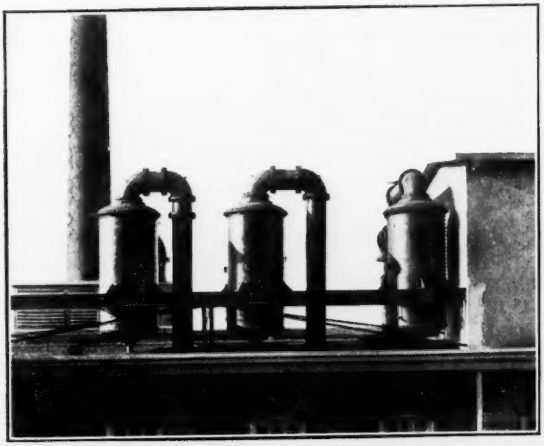
The second and concluding portion of Mr. Sadtler's article will be published in the next issue of SOAP. In this latter section, he discusses in greater detail the manufacture, characteristics and uses of a number of special soaps, including scouring soaps, borax soaps, liquid soaps, silk degumming soaps, soaps from sulfonated oils, monopole soaps, auto soaps, soap basis for polishes, etc.—The Editors.

A recent survey by the London Board of Trade showed that England produced a total of 8,825,000 cwts. of soap in 1924, the material having had a value of £21,107,000. Of this amount £12,672,000 was represented as the value of laundry and household soap, with toilet soap having a value of £3,045,000.

Freight rates on vegetable oils and vegetable oil foots from Texas points to Buffalo, N. Y., and Fort Wayne, Ind., will not be subjected to any increase, at least for the present, the Interstate Commerce Commission having suspended schedules proposing certain increases in these rates.

National Cleaner and Dyer has a new editor, Paul C. Trimble, formerly secretary of the Ohio State Association of Cleaners and Dyers, Roy Denny, former editor, having resigned to conduct general research work in cleaning and dyeing for the Glover Sales Co., builders of laundry and dry cleaning equipment.

W&S
WURSTER & SANGER, INC
CRUDE GLYCERINE PLANTS



Flick Catchall and Entrainment Separators

Flick Catchall and Entrainment Separators on crude glycerine evaporators will separate all entrainment and froth from the vapors and return this separated glycerine to the evaporators.

Should the evaporators prime over, the liquid will be separated from the vapors and returned to the evaporators.

New Plants Designed—
Old Plants Remodeled

Complete Plants for

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

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THE SUPERFOS COMPANY

535 PEARL STREET NEW YORK, N. Y.

Sole American Distributors of electrolytic

CAUSTIC POTASH

90/92% Westeregeln Brand

Fused, Broken, Flakes and Powder

Manufactured by the CONSOLIDIRTE ALKALIWERKE

90% actual KOH guaranteed

Imported CHLOROPHYLL, Oil and Fat Soluble

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FLUOSOUR
The Ideal Laundry Sour

FLUOREX
A Concentrated Fluorine Insecticide

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THE NEWPORT PRODUCTS *for soap makers*

TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with High Boiling Points and Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.

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The Newport Chemical Works, Inc.

Passaic, New Jersey

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Classified Advertising

(*From Page* 89)

For Sale—Complete equipment makes 60,000 cleanser paper cans per day. Originally cost $22,000. Will sell for $3,750. Acme Oil Corp., 189 North Clark St., Chicago, Ill.

First Class Soapmaker and Chemist with highest recommendations is open for engagement as superintendent, soapmaker or technical expert. Knows how to make all kinds of laundry and toilet soaps, toilet preparations, potash and textile soaps, etc. Can take charge of glycerin plant or oil refining plant. Address Box 199 care of SOAP.

Fibre and Corrugated Cases

(*From Page* 71)

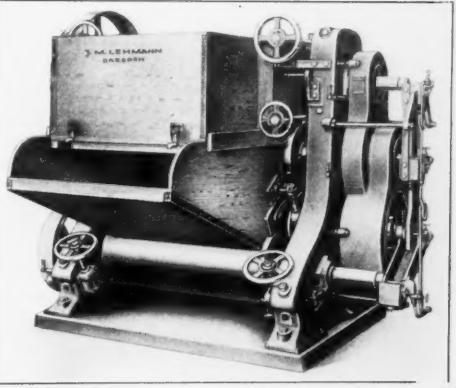
made in most cases at extremely low competitive prices, the movement away from using barrels to cut costs is readily understandable. With bags available which are practically air tight and as waterproof as wood, their suitability even for soap powder shipping, is evident.

In the sealing and handling of fibre or corrugated cases, silicate of soda is one of the most common adhesives. Special types of silicate designed for this purpose are put out by several of the manufacturers. There are also a great many special glues put out for the same purpose. Inquiry among users indicates preference for both types of adhesives. If opening the average soap case is any criterion, most of them appear to do the job very well. In the actual sealing operation, hand labor is still being used very widely, although machine case sealing is steadily supplanting it. Most of the larger plants do the bulk of their case sealing by machine. Some still use the pot and brush in spite of the uncertainty of the hand seal and the lack of uniformity frequently apparent.

For those manufacturers who have a shipping case problem, who are uncertain regarding their specifications, type and style of case best suited for their needs, and who wish to have on hand an epitome of the freight, express and parcel post container regulations, a book which can be secured from the National Container Association in Chicago without cost, their "Handbook of Useful Information," is very valuable. In this are given the complete details for types of boxes, even to reinforced metal strip and wire-bound cases, minimum thickness, maximum sizes, construction, and weight they will take. It should be of help in the purchase and packing of cases in the plant.

High Production

SOAP MILLS



OUR High Production Soap Milling Machines are unsurpassed in material, workmanship and construction. Equipped with chilled iron rolls, ground lightproof and *guaranteed machined inside to absolutely uniform thickness of shell,* they give results which cannot be reached by other machines.

Like our Flake Mills for diamond shaped high gloss flakes they are built according to the most advanced technical principles.

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J. M. LEHMANN CO., INC.

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NEW YORK CITY

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SOAP MACHINERY

Sensational Offerings of Soap Machinery in Guaranteed First-Class Working Condition

Dryers
Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.
Proctor & Schwartz Bar Soap Dryers
Condon & Huber Soap Chip Dryers.

Soap Crutchers
Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000#, 1200#, 1350#, 1500#, 1800#, 3000#, 6000#, & 10000# cap.
Crutchers for floating soaps.

Soap Presses
Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.
Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

Grinders & Mixers
Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz-O'Neill Mills.

Soap Cutting Tables
Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.
Wooden Tables with and without self-spreader attachments.

Soap Slabbers
Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

Toilet Soap Mills
2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.
Houchin-Aiken 4 and 5-roll Steel Mills.

Plodders
Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" & 10" Plodders.

Soap Powder Machinery
Blanchard #10-A & #14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

Filter Presses
Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".
International & Monopod Filters

Various Other Items
Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600#, 1000#, 1200#, 1500#, & 1800# cap.
Automatic Soap Wrapping Machines.
Steel, Copper & Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling & Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.
Brass Soap Dies for foot & aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators, Soap Racks, Bottle Filling & Capping Machines, Talcum Can Crimpers, etc.

Send us a list of your surplus equipment — We buy single items or complete plants

NEWMAN TALLOW & SOAP MACHINERY CO.
1051-1059 WEST 35TH STREET CHICAGO, ILL.
Telephone—Boulevard 1650-1651

FOR IMMEDIATE LIQUIDATION
These Items must be moved regardless of cost

CRUTCHERS—4 Houchin-Aiken Jack. Vert. 1200 to 6500 lb.
CUTTERS AND SLABBERS—1 Huber wood frame cross cutting table; 1 Houchin-Aiken Wood Slabber.
DRYER—1 Proctor Automatic Soap Chip Dryer, 1500# per hour, complete with chilling rolls.
ENGINES—6 Steam Engines, 15 to 65 H.P.
BOILERS—3 125 H.P. HRT.; 3 25 and 60 H.P. Fire tube
EVAPORATOR—1 Garrigue Glycerine 48" dia., 3 section, complete with salting out pan, pumps, etc.
FILTER PRESSES—8 Filter Presses, Iron, 18, 24, 30, 36 and 42 in. sq.
FRAMES—350, 600, 1200# capacity-steel sides.
STONE MILLS—1 18"x24", 4 roll; 12"x24", 3 roll.
PRESSES—2 Houchin-Aiken Foot Press., Empire State; 1 Jones Automatic.
PUMPS—4 Worthington Duplex Steam; 9 Centrifugal and Rotary Iron.
PLODDERS—4 6", 8" and 10" Houchin-Aiken.
TANKS AND KETTLES—30 Jack. Iron Kettles, 40-2000 ga's.; 20 Steel Storage Tanks, 100-12000 gals.; 10 Copper and Alum. Jack. Kettles, 10 to 200 gals.; 4 Vert. Copper Storage Tanks, 1400 gals.

TWO SMALL COMPLETE PLANTS FOR SALE!

We are always in the market for good used machinery from single items to complete plants!

STEIN-BRILL CORP.
25 CHURCH STREET
PHONE! New York City WRITE!
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FOR SALE

Good Equipment at Bargain Prices

1 New Albright Well Amalgamator
4 Chippers, 20", 24", 30".
8 Crutchers—Dopp & H-A — Strunz — 1500#, 3000#, 3600#
200 Soap Frames—600#, 1200#, 1500#
2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll
2 Steel Mills—H-A, 14"x36", 5 Roll
1 Blanchard Mill—10A
3 Plodders—H-A, 8" and 10"—Huber 10"
10 Foot Presses—H-A, Huber, Dopp, Emire
2 Scouring Presses—H-A
2 Power Presses—Ralston, Jones
3 Remelters—Acme 30"x12½', 2 H-A 42"x6'
1 Slabber—H-A 600"
1 Continuous Chip Dryer—Proctor & Schwartz 1500#
1 Glycerine Evaporator—Garrigue Complete
15 Filter Presses—12", 18", 24", 30", 36", 42".
75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.
4 Soap Kettles—4 Kettles 50 tons each.
50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

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